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FOCUS PIECE

In This **ISSUE**

Hosting Or Hiring Out Your Enterprise's Web Site

Size Doesn't Really Matter That Much

by Bruce Gain

THE DECISION TO HOST your Web site in-house or to hand the reins of its maintenance to a third party represents one of the most important—and agonizing—decisions an IT admin can make.

Such a decision is often based largely on economies of scale. Like accounting, legal services, or even storage services, outsourcing Web hosting makes more sense for small to medium-sized enterprises due to their relative small size as compared to the larger-scale needs of bigger enterprises, or so the reasoning goes. However, this superficial logic fails to take into account many factors that might weigh in favor of keeping an SME's Web site infrastructure and maintenance in-house. Among them are traffic, complexity, the Web site's importance, and in-house expertise.



Possible cost savings offered by outsourcing, for example, must be weighed against the extent to which your enterprise's livelihood is based on your Web operations man-

agement. And all of these considerations, of course, have much less to do with the size of the enterprise and more to do with the functionality and importance of your Web site. "Cost is less dependent on the size of the firm and more dependent on the design or complexity and purpose of the Web site," says Joseph Martins, an analyst for the Data Mobility Group. "I've seen quite a few mom-and-pop Web sites that would rival an enterprise

Web site in terms of care and

feeding. And I've seen quite a few so-called enterprise Web sites that are nothing more than simple, static brochure ware."

Go to Page 7, Column 1

Host Your Own Web Site | 6

Like many other types of technology implementation, hosting your own site takes planning, hardware, software, and money.

Finding The Right Offsite Web Host | 9

There are dozens of reasons to host your site outside your own four walls. The most important is cost.

Keep Your Site Up & Running | 10

Every business, whether it hosts its own site or outsources to a provider, should employ some kind of Web site monitoring tool. There are numerous tools designed to maximize ROI for your Web assets.

Will Recovery Void A Warranty? | 26

Before you let a data recovery company recover data from a crashed drive, consider these factors, or you may risk voiding your hardware warranty.

Convergence Of AV & IT | 27

Thanks to tools such as videoconferencing, Webcasting, and streaming media presentations, audiovisual technologies are becoming tightly integrated with enterprise networks.

Professional Associations | 30

IT professionals have a myriad of resources to choose from when it comes to professional IT associations. Is it worth your time and dues to join?

Storage Management | 32

Like moving a mountain, efficiently handling complex storage environments presents a seemingly insurmountable challenge for many companies.

Other Articles:

Storageflex Content Storage Services	13
Casio IT-10 Pocket PC	14
IBM Generation 3 Total Storage 3580	15
SoftPerfect Print Inspector 4.0	15
Acronis True Image 8.0	16

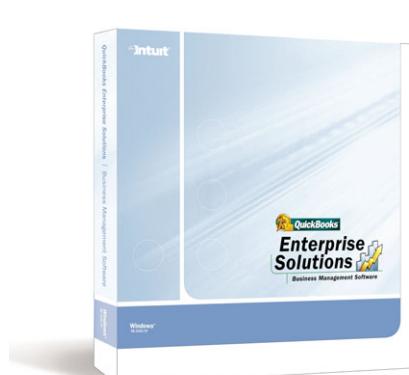
NEW PRODUCTS

product releases start on page 13

■ With its new IPC-7220, **Advantech** is targeting companies that need rugged computers. ■ **HP's** new entry-level SAN starter kits will feature an integrated switch, the Brocade SilkWorm 3250. ■ To assist businesses transitioning to RFID technology, **IBM** unveiled its WebSphere RFID Premises Server software. ■ **NetSupport's** DNA Helpdesk 2.0 helps IT administrators who don't want to install helpdesk software onto client PCs. ■ **Oce** announced the upcoming availability of its latest low-solvent, high-performance large-format inkjet printer. ■ **Procom Technology** released the 3U NetFORCE 900 SATA-based NAS filer. ■ **Sunbelt Software** introduced CounterSpy Enterprise, an anti-spyware application. ■ **UNICOM Electric** introduced the copper and fiber 1000SX/LX Gigabit Interface Converter transceiver.

DEPARTMENTS

MarketPlace News	2	Upcoming IT Events	33
Product Releases	13	What's Next	33
MarketWatch	17	What's Happening	33
Opinions	22, 23		



In October 2004, HP and Intuit announced a software/hardware bundle that puts QuickBooks Enterprise Solutions on ProLiant servers to compete with more expensive systems from PeopleSoft and other software vendors.

The Processor.com home page is updated each week with new articles and hardware news to help you keep current. Visit www.processor.com today.

No Grass Grows Under These Feet

by David Garrett

367 ADDISON AVENUE, Palo Alto, Calif.

If you don't know the address, you should. Behind this modest little house in 1938 lay a garage with just enough space for two. But they were no ordinary two: Bill Hewlett and Dave Packard built HP's first product, the 200A audio oscillator, in this garage and made plans for the firm that would later become an IT colossus.

Today, HP is an \$80 billion company with new products released every week. As it rolls into 2005, it plans to expand its line for

SMBs with software, hardware, and the help of global partners.

Old Partners, New Programs

"Our range of partners is far-reaching," says HP spokesman Mike Miller. "What HP has is a set of 14 names, each a strategic global alliance and partner in innovation." Among these is Microsoft, an HP partner for "as long as I can remember," according to Miller.

Palo Alto and Redmond have partnered on many fronts but recently made news with announcements around Microsoft's .NET enterprise software. HP's .NET products feature Windows Server 2003, BizTalk Server 2004, SQL Server 2000, SharePoint Portal

Go to Page 18, Column 1

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MarketPlace NEWS



STOCKS ROSE IN ANTICIPATION of a New Year's rally but slipped again on Dec. 29. A terrorist attack in Saudi Arabia sent oil prices back up, and stocks fell after the earthquake-tsunami in Asia. The Dow closed at 10829.19, up from 10815.89 a week earlier. The Nasdaq closed at 2177.00, up from 2157.03 a week earlier.

PeopleSoft Founder Resigns

DAVE DUFFIELD, founder and chief executive of PeopleSoft, resigned from the company he created in 1987. Duffield, who remains one of the biggest stockholders, disagreed with the board's decision to sell the company to Oracle on Dec. 21 for \$10.3 billion. He had abstained from voting on the merger and wrote a tearful note to PeopleSoft employees who he feared would lose their jobs. Duffield had returned to the company to take over in October after it fired CEO Craig Conway. Meanwhile, Oracle reported 75% of PeopleSoft investors have tendered their shares to the company, falling short of the 90% needed for a quicker close. Oracle extended the deadline for the tender offer to Jan. 4.

Adelphia Offers \$300M To Settle Investigations

ADELPHIA COMMUNICATIONS offered \$300 million to resolve investigations by the Department of Justice and the Securities and Exchange Commission. The company is in talks to settle charges related to securities fraud and bookkeeping violations by members of the founding Rigas family. Government lawyers have said they would seek as much as \$1 billion from Adelphia, according to the *Wall Street Journal*.

Chinese Company Expects Big Loss Due To Apex Alliance

CHINESE TV MANUFACTURER Sichuan Changhong Electric said that Apex Digital failed to pay it about \$310 million in overdue bills. Sichuan said it would report a loss

because of the problem, but Apex said that the company has a pending business disagreement with Sichuan. Sichuan shipped 3 million TVs to Apex in 2002 and 2003, but it says that Apex failed to pay as much as half of the bills for the TVs.

Holiday Travel Probe Ordered

THE DEPARTMENT OF TRANSPORTATION ordered a formal investigation into holiday air travel disruptions at US Airways and Delta's Comair unit that left thousands of passengers stranded. Among the problems cited were computer malfunctions at the Comair division that caused the company to cancel all flights on Christmas Day.

Apple Sues Developers For OS X Distribution

APPLE COMPUTER SUED three software developers, claiming they distributed unreleased versions of its OS X operating system on the Internet. Through its developer program, Apple provides unreleased copies of its software for developers to make their own applications. The suit seeks to stop the illegal distribution of Apple products over the Web.

Gartner Buys Meta Group

INFORMATION TECHNOLOGY market researcher Gartner bought Meta Group for \$162 million in cash. The company hopes to build a larger research firm and felt that Meta had a complimentary business model. Because both companies are based in Stamford, Conn., they hope to eliminate some costs through better efficiencies.

Cabir Cell Phone Virus Spreads

THE CABIR CELL PHONE VIRUS has been spreading rapidly through phones running the Symbian OS and Bluetooth wireless technology. Earlier versions of the virus hit smartphones this summer, but the new variants fixed a flaw that slowed their spread.

AOL Reports Drop In Junk Mail

AMERICA ONLINE said the amount of junk email flowing into its network and hitting users' mailboxes declined in 2004. The company said the average amount of spam fell 50% compared to a year earlier. AOL credited antispam laws, aggressive enforcement by companies, and antispam technologies.

Satellite Radio Operators Report Growth

SIRIUS SATELLITE RADIO reported it had surpassed its year-end goal of attracting a million subscribers, while XM Satellite Radio Holdings said it met its goal of reaching 3.1 million subscribers. The news sent the stocks of both companies up. Sirius has spent more than \$720 million in the past year to gain new attractions such as Howard Stern. Both companies are trying to get carmakers to install their equipment as factory options.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Dec 29 \$	Dec 22 \$	% change
Avaya	AV	\$17.21	\$17.39	▼ 1%
BEA Systems	BEAS	\$8.79	\$8.90	▼ 1%
Computer Associates	CA	\$30.83	\$31.07	▼ 1%
Cisco Systems	CSCO	\$19.31	\$19.32	▼ 0.1%
Dell	DELL	\$42.22	\$41.77	▲ 1%
Electronic Data Systems	EDS	\$23.16	\$22.88	▲ 1%
Google	GOOG	\$192.90	\$186.30	▲ 4%
HP	HPQ	\$21.20	\$21.21	0%
IBM	IBM	\$98.18	\$97.61	▲ 1%
Intel	INTC	\$23.25	\$23.45	▼ 1%
McAfee	MFE	\$28.84	\$27.65	▲ 4%
Microsoft	MSFT	\$26.90	\$26.97	▼ 0.3%
Oracle	ORCL	\$13.72	\$13.70	▲ 0.1%
PeopleSoft	PSFT	\$26.48	\$26.40	▲ 0.3%
Red Hat Software	RHAT	\$13.31	\$15.07	▼ 12%
Sun Microsystems	SUNW	\$5.40	\$5.27	▲ 2%

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Host With The Most

Cut That Third-Party Cord: Give Hosting Your Own Web Site A Shot

by Elizabeth Millard

• • •

ALTHOUGH MANY companies choose to outsource their Web hosting tasks, there's something awfully appealing about self-hosting. Not only will an IT department have more control over how the site is managed, but it can also make performance tweaks on the fly.

Like many other types of technology implementation, hosting your own site takes planning, hardware, software, and money. But fortunately, tools abound, and savvy managers can usually find some good deals through comparison shopping. Once the domain name is secured, here are some initial steps on the way to in-house Web site hosting.

Plan Of Attack

By now, most IT managers and data center administrators are used to the planning process, having been through numerous project management rounds and technology forecasting sessions. Site hosting deserves just as much attention, even before the first piece of software is purchased.

"It's like the old adage, 'Measure twice, cut once,'" says Joshua Eikov, CEO of networking and technology consulting firm NetWorth Technologies. "With doing your own hosting, you need to understand not just what to buy but why you're buying it."

Do-It-Yourself Benefits

There are benefits to going with a third-party hosting site, such as patch management and server space, but there are many advantages to keeping the task in-house, as well. Here are a few key reasons to host your own site:

Control. You can manage every part of your site, either at the office or through a remote data center.

Flexibility. Changes can be made quickly, rather than going through an ISP's process. Also, you can install the software you want, instead of conforming to the host company's preferences.

Cost. As you increase systems administration, you can manage costs through equipment negotiation or server changes, rather than seeing monthly costs climb at the ISP.

When planning to host, it's vital to understand exactly what the site will be used for and what traffic levels to expect, says Eikov. This will determine whether multiple servers or ecommerce-specific software is needed. "Build your site around traffic expectations," he says.

"You don't need a \$10,000 server if only 500 people per month will be visiting the site."

Strike Up The Bandwidth

A major issue in doing hosting in-house is bandwidth. Many Web hosting companies are attractive for site hosting for the simple reason that they've got the network pipe, which means their clients have the speed they need.

"Bandwidth costs money," says Allen Glazer, who runs technology consulting firm Alpha Lex Systems Integration. "If you want your site to be running continuously, despite having a good amount of traffic, the bandwidth will cost you."

Exactly how much of a dent it makes in a budget depends on several factors, including how a company is connected to the online world. For a T-1 line, Glazer estimates that depending on availability and region, it could run between \$300 and \$700 per month. Other options are cable or DSL service, with varying costs. Usually, a company can negotiate with its provider on a business rate or package.

Fortunately, shelling out for better bandwidth will be a company's highest cost, and they might be able to save on equipment and software to make up for it, notes Glazer.

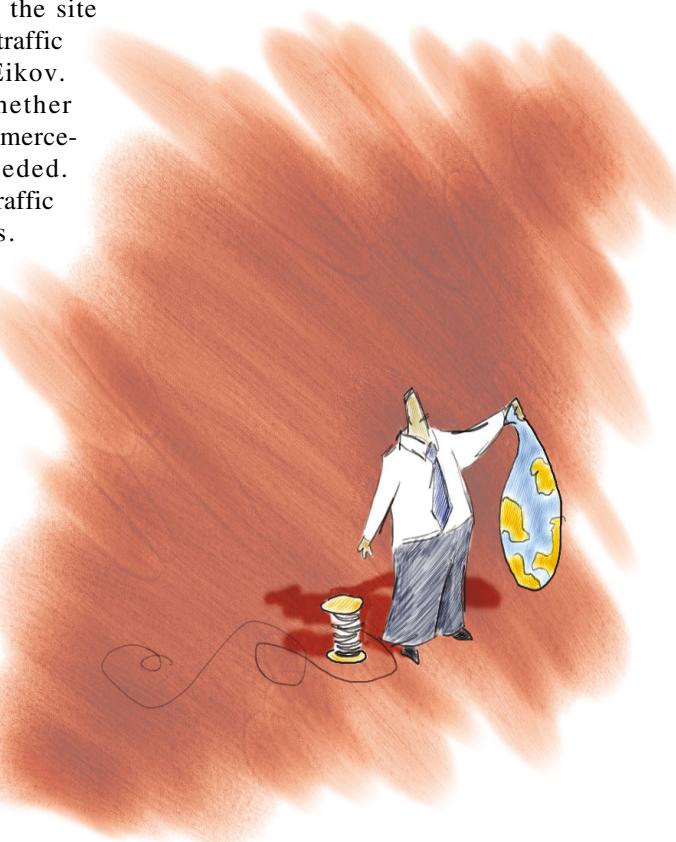
Hardware Store

Once estimated traffic levels have been determined and bandwidth issues are addressed, it's time to go shopping. Just about any workstation in the world can be turned into a Web server, says Glazer.

Peter Harrison, who runs the linuxhome networking.com site, notes that his site gets over half a million page views per

month and runs on a 1GHz Intel Celeron with 1GB of RAM.

To properly run a company Web site, an IT department might consider using



purpose-built Web servers, which tend to have multiple CPUs, redundant power supplies, and high-speed redundant SCSI disks. Some companies find comfort in

Understanding Protocol

To host a Web site, a company has to have a static IP address, which is used by the DNS servers to dish up a specific site to users. These differ from dynamic IP addresses, which randomly change and are therefore much less stable for site use.

Because static IP addresses cost more, and some DSL or cable providers only offer dynamic IPs, some companies are turning to a dynamic DNS service. This involves a software client that runs on a server, with a second software client operating on the dynamic DNS servers. When the IP address changes, the software automatically updates the new address.

Two of the main providers of the service are TZO.com, which charges approximately \$60 per year, and DyDNS.com, which has a number of options and tools for in-house hosting.

having at least two servers in order to get even more redundancy should one server fail.

In order to keep the equipment running, backup power systems can be valuable, and they are usually affordable. Top manufacturers include Tripp Lite, APC, and Liebert, with each company offering a wide variety of products that are designed to maintain network uptime.

If a company is already hosting its own site, it's important to make sure that the equipment is up to the task. Tests of power systems and servers should be done regularly, and network tools such as protocol analyzers and packet sniffers are plentiful in the market.

Software Bonanza

Thanks to the Internet's growth and every company rushing online to establish a presence there, software tools are also abundant for the site do-it-yourselfer.

The first software buy will probably involve an application that allows for publishing. A basic program for this function is something such as Microsoft FrontPage, although companies might want to explore more multilayered applications that aren't as stripped-down in functionality. Microsoft and Macromedia both have larger product portfolios that are worth a look.

If a company wants an ecommerce component to its site, it should buy applications such as those found at PDG Software. With its shopping cart and general commerce programs, PDG lets users create a storefront, integrate with other applications including UPS WorldShip, and accept different payment options. Other ecommerce programs, such as ShopFactory 6 and X-Cart Pro, have similar functionality.

Every company, whether doing ecommerce or not, should invest in patch management software. If a company has had a third party hosting the site and is now migrating it in-house, this type of software is sometimes easy to overlook, says Glazer. "When you go in-house, you'll have to pay much more attention to security issues," he says, adding that administrators should become very familiar with Microsoft's patch schedule.

For companies that have been hosting their site for a little while and want to see if traffic is flowing as steadily as possible, many network software packages can do the trick. Eikov says his company uses WebTrends to measure hits and gauge network traffic and that the information has been invaluable. "When you build a site, you need to know it's actually working," he says.

When taking the first steps at hosting a Web site in-house, Eikov advises a slow and steady approach to everything, from equipment buying to software selection. "The biggest error people make in doing it themselves is that they rush to get the site online," he says. "Take your time, and have fun with it." □

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Hosting Or Hiring Out Your Enterprise's Web Site

Continued from Page 1

Costs thus increase in proportion to increases in complexity, traffic, security needs, and content growth, Martins says. "So the host vs. hosted debate is relevant to businesses across the spectrum from mom-and-pop to the enterprise," he says.

Key Questions

Whether or not to keep your Web site in-house thus involves a specific set of criteria relevant to the specific needs of your enterprise. Cost notwithstanding, a midsized firm must conduct a serious Web site needs assessment before making the decision, says Ross Armstrong, an analyst for Info-Tech Research Group. These questions involve determining what the key performance indicators of the Web site are, what user performance levels are acceptable or unacceptable, how many concurrent users the Web site must support, and how fast the site's response time should be.

"Only after these questions are addressed and the answers mapped to business goals and objectives can a company make an informed decision about which way to go," Armstrong says. "Also, the level of site complexity will play a large role in the decision making process." *Disclosure: Info-Tech analysts write a twice monthly column for Processor.*

Keeping It Simple & In-House

The less complicated your Web site is, of course, the less maintenance is required. A server for a Web site that offers largely static content, such as contact and product information, requires relative low maintenance compared to Web-based retail enterprise, for example. For an IT admin with Web site server administration experience, managing such a low-traffic Web site might represent only one among several responsibilities a full-time IT person could handle. "Hosting your own is a fine option for smaller sites, especially ones with static HTML pages. Everything is under your control, and there are several free Web servers you can use at relatively little cost, such as with Apache servers," Armstrong says. "You can also buy capable Web servers, such as Zeus Web Server for \$1,700, that don't require the customization and manual tweaking that you would have to face with Apache."

But as anyone who has administered a Web server (or any server for that matter) has experienced, doing the necessary to maintain that the Web server is never down or remains down for a very limited time is far from straightforward, even for a low-maintenance Web site. "Hosting your own requires solid security,

which as we all know, carries its own financial overhead," says Armstrong. "With a firewall and load-balancing device on the frontend, and Web servers, application servers, and data/file

Web site operation, your Web traffic will largely determine your final per-month bill. Data transfer is one of the highest costs related to Web hosting, as excess traffic places a heavy load on the Web hosting servers, Armstrong says.

"One megabyte of data transfer is good for 30 page views per month. To put this in perspective, a basic account will usually

Data transfer is one of the highest costs related to Web hosting, as excess traffic places a heavy load on the Web hosting servers.

servers on the backend, there is a much greater chance of something failing."

Third-Party Traffic & Maintenance Costs

When considering the costs associated with outsourcing your

offer 1GB of data transfer, or, 30,000 page views per month," Armstrong says. "For e-commerce sites, 50GB, [which is about] 1.44 million page views or more, may be required for the accommodation of thousands of daily visits, and you will also

Host Or Outsource? Things To Consider

A small to midsized enterprise, like a large enterprise, can apply a specific set of criteria when deciding whether it makes more sense to hire out your Web site's maintenance or to go it alone in-house. Questions to ask include:

What are the key performance indicators of the Web site?

What user performance levels are acceptable and unacceptable?

How many concurrent users must the Web site support?

How fast should the site's response time be?

SOURCE: INFO-TECH RESEARCH GROUP

need considerable data transfer capacity if your site has multiple file downloads."

The Headache Factor

Since the beginning of the dot-com days in the late 1990s, Web hosting and administration services have grown into an industry. These services can offer a potential cost-effective Web-hosting alternative, especially for high-maintenance, high-traffic Web enterprises that require investments and resources many SMEs don't have. With the right contractual guarantees written into agreements with the Web hosting firm, much of the responsibility is lifted from the IT department's shoulders. "The pros of a hosted Web site are single monthly billing, no IT support required at your end, and generally headache-free Web site performance," Armstrong says.

Outsourcing the task can make sense for a low-maintenance site, as well. "You can pay very little, [depending on your needs]. Monthly costs can add up, but you are talking only a few dollars per month, and you know exactly what it is without any variants in costs," says James Governor, one of the founders of analyst firm RedMonk. "With a local admin, you never know how much time he will spend on viruses, reboots, etc., which affects your planning. So if your organization is going to be doing anything strategic with IT, you want your people to work on other stuff [instead of Web site maintenance]."

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A Host Of Trouble?

How To Choose An Outside Web Host

by David Garrett

LET'S START WITH THE BASICS. A Web host is a company that stores and serves your Web site up to the world so you don't have to. And, as simple as that may sound, choosing the right host—a choice that's vital to your business, no matter what kind of Web site you have—can be as daunting as the physics of quarks. After all, this is one field where even the bravest of admins fear to tread.

What's more, you may want a Web host to do more than simply

host your site. You may want them to manage and maintain it, which brings up issues as odd and arcane as whether your DSP has ASP and PHP.

Confused? Don't be. We'll de-bunk it all below.

First Things First: Why?

There are dozens of reasons to host your site outside your own four walls. But the single most important is cost.



um-sized enterprise. "It's also very expensive to do so. If I were a customer and had to staff up just to test my options and put them into play, I'd be glad for the cost-savings benefit that a Web host

gives me, since they've done all that already."

But there's more to making this choice than watching the bottom line. Once you have your site up and running, you have to maintain and patch the server's OS, keep the antivirus program up-to-date, update software and hardware, and keep an obsessive eye over the data your firewall and IDS throw at you. And that, in a word, is a headache.

Of course, if you engage a competent Web host to do this for you, you get more than a collection of boxes and cables with a hard link to the 'Net. You get an expert advisor to help you match your business needs to your hosting plan.

"There's a lot more to hosting than its technical aspects," says Narez. "You want a host that gives you room to grow as a business and understands your business needs and how the technology can be made to serve them."

In brass tacks, that translates to finding a host that can help you choose between Oracle and Postgres, or MySQL and SQL Server, based not on which runs the fastest queries, but on which can grow with your site when its volume doubles and you integrate your online catalog with your CRM system.

What To Look For

So, once you've chosen to use an outside host, how should you choose the host itself?

First, before you even look at your prospects, take a deep look at your own business needs. "Some companies just want an online catalog without a lot of complexity," says Narez, "but they may value having a one-stop shop that allows them to leverage everything from basic Web design all the way up to managed support for their server. So the first question is trying to understand what you need to do online."

Then and only then should you start to vet your options, asking tough questions of the vendors panting at your door. First among these, in the vernacular of Web hosts the world over, is what kind of pipes they have. Does your host offer Tier 1 connections? If they do, they're directly patched to one or more of the nation's backbone networks, from Qwest, Sprint, AT&T, and others. These are the fastest pipes on the Internet, and for a business site, nothing else will do.

But speed is merely one issue in choosing a host. Safety and total uptime is another. Will your host offer you five-nines availability? Are their switches and routers in parallel? Is every last piece of network equipment redundant? Do they have a generator? Has it been tested in the last six months? According to Narez, "A lot of small hosts don't have racks, the right cooling, or the right power setup. We have redundant power and backup generators and the ability to grow, and that's crucial for power-sensitive applications like

Types Of Hosts

By and large, Web hosts come in four flavors.

With a shared host, you share a server with many other clients (sometimes hundreds). This is best for brochureware and small corporate sites.

With a VPS (or virtual private server, a form of shared hosting), you rent a partition on a server that lets you host many Web sites or a single, complex site.

With a colocated host, you buy your own server and leave it with the host, who will manage it for you.

With a dedicated host, you lease a server from a host, who then supports it at the level your contract specifies.

servers and firewalls." Remember that dead air, the Web designers' term for a Web site that's down, is deadly to your business. If it happens, you'll lose more than your customers' trust; you'll lose your customers.

And don't forget to pepper your prospective host with questions about their security. Do they own their own data center? How do they secure it? With a simple alarm, biometrics, onsite guards, or all three? Do they check employees' backgrounds? And so on. You take pains to secure your own office; why use an outside host that does any less with theirs?

Questions Galore

Sometimes it's not what you know, but who you know—and whose company you keep. Once you engage an outside host, who will your neighbors be? Does your host rent space to porn sites and spammers? If they do, they may have a blackholed IP, one that's widely blocked by other networks.

Go to Page 16, Column 1

In A Nutshell

Different hosts have different plans, features, and costs that you'll have to compare when you choose among them.

Host	Shared	Dedicated	Virtual Private Server
Interland (877) 467-8464 www.interland.com	Plans range from \$7.95 to \$25.45 per month, depending on disk space, data transfer, and so on	Plans start at \$149 per month and range up depending on the client's needs	Plans range from \$49.95 to \$69.95 per month and may have additional fees for extra options, such as number of domains

Interland is a widely known host that caters to small to midsized enterprises. Rather than simply offer a hosting plan, it works closely with clients to match business needs to their technology and plan for online growth.

Verio (303) 645-1900 www.verio.com	Plans range from \$24.95 to \$159.95 per month, depending on platform and e-commerce options	Plans range from \$795 per month to \$1,195 per month, depending on platform	Plans range from \$149.95 per month to \$374.95 per month, depending on platform and feature sets
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Verio is the nation's largest host and, like Interland, offers everything from simple Web hosting to high-end managed servers. Its VPS program was one of the first in the nation.

NetNation (604) 688-8946 www.netnation.com	Plans range from \$10.52 per month to \$52.76 per month, depending on platform and disk space	Plans range from \$199 to \$529 per month, depending on platform/server features	N/A
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NetNation boasts over 300,000 shared Web hosting clients and offers managed hosts and colocation, as well.

ValueWeb (954) 334-3871 www.valueweb.com	Plans range from \$24.95 to \$99.95 per month, depending on ecommerce features	Plans range from \$79 to \$175 per month, depending on platform/server features	N/A
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ValueWeb is known as a safe but inexpensive choice for basic Web hosting and caters to firms on a tight budget.

Of course, choosing a Web host is highly complex, and fees vary based on the type of host, type of server (Intel, Unix), throughput, ecommerce options, ASP and .NET options, and any one of hundreds of features such as Cold-Fusion, Oracle integration, FrontPage tags, and more. For a thorough comparison of Web hosts, visit www.comparewebhosts.com.

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Web Monitoring Tools Ensure Maximum ROI

Apps That Help Minimize Downtime & Improve User Experience

by Ericka Chickowski

NO MATTER HOW MUCH EFFORT your department puts into a big Web site project, if your customers can't see it, the money is wasted. For many companies, Web site downtime is one of the biggest technology money drains they encounter.

Think about it, even a site that has a statistically "good" uptime of 95% is down for 438 hours every year. This 18 days worth of dead air can be devastating to any company, but especially those that depend on their sites for incoming revenue. According to research done by Contingency Planning Research & Strategic Research, one hour of downtime

and downtime monitoring provide IT managers with an accurate picture of how continuous Web uptime really is.

These tools, such as SiteUptime (www.siteuptime.com), should check various protocols—be it HTTP, SMTP, POP3, or FTP—at adjustable intervals to check for availability round the clock. In the case of SiteUptime, a monitoring service that runs off servers placed round the world, protocol tests are run remotely from multiple locations. If more than one location detects a connection failure, an email alert is sent to the administrator.

Other more simple applications, such as Atomic Watch (www.atomic-watch.com), sit on

Availability and downtime monitoring provide IT managers with an accurate picture of how continuous Web uptime really is.

can cost a company thousands of dollars. So even with the promised 99% uptime offered by most service providers, businesses are still hemorrhaging money each year.

This is why every business, whether it hosts its own site or outsources to a provider, should employ some kind of Web site monitoring tool. There are numerous tools out there, all with a singular purpose: maximizing ROI for your Web assets. These applications can help cut downtime to an absolute minimum, as well as assist you in improving user experience.

Availability Monitoring & Alerts

The most prevalent tools available in most Web site monitoring applications and services are the most important ones. Availability

your local PC and make similar tests. If Atomic Watch senses a problem when it is loading a URL, it will either email an alert or send a page via SMS service to warn the administrator immediately.

No matter what service or application offers it, availability monitoring can be extremely useful in notifying you of a problem before your customers start seeing 404 errors on their screens. You can choose the level of frequency of checks based on how mission-critical your site is; they vary from hourly check-ups to once a minute verification.

Performance Monitoring

Most IT departments don't want to only know when downtime occurs; they want to prevent



it from occurring as much as possible. This is why Web performance testing is so popular. By putting strain on your Web servers in a controlled situation, these tests can give administrators a good idea of how much traffic a site can take before

it cracks. This can allow them to fix performance problems before a major event puts too much pressure on the site for it to handle.

Most of these apps work similarly to Paessler's Webserver Stress Tool (www.paessler.com).

Web Site Contingency Planning

As with any other important system run by an IT department, it is important to have procedures in place for when your Web site goes down. Contingency plans made in advance will aid workers who must hit the ground running at zero hour to restore uptime as fast as humanly possible.

A Web contingency plan is likely to be one small part of an overall system contingency plan. It should cover events such as fires, electrical outages, flooding, and server failure. It should also cover less traumatic outages and errors specific to Web applications.

A good contingency plan needs to include three vital procedural components. It should lay out who receives downtime alerts, who will respond to each alert, and what the specific procedure should be in each type of downtime event. Once laid out, the plan should not become "shelfware." The plan needs to be disseminated and reviewed regularly by employees affected by the procedures.

This tool simulates the stress of HTTP requests generated by hundreds or thousands of users. It then generates benchmarks on your Web server for performance, load, and stress tests under normal and excessive conditions. These will be generated into a report that will give at-a-glance knowledge of how well the site will hold up in multiple situations.

Not only can these performance tests help prevent disasters, but they can also check up on providers to ensure they are performing up to standards set out in your SLA.

Business Transaction & User Experience Analysis

Site downtime isn't the only thing that erodes profits made from a Web site, though. If business transaction functions are working sluggishly or if certain images or links take too long to load, most customers will become so frustrated that your site may as well be completely down.

WebSite Pulse (www.websitelpulse.com) is one of several tools that includes Web transaction checks in its list of analysis functions. If these transaction mechanisms respond slowly, you would receive an alert similar to the downtime alert.

Another tool called @Watch (www.atwatch.com) also includes the option to perform link and image checks to insure that users are seeing the site as it was meant to be viewed. @Watch's daily, weekly, or monthly user experience reports give a better snapshot of how the site is viewed by the typical user.

The trick to shopping for Web monitoring applications is finding a suite that fits your exact needs. There are a multitude of affordable applications and services available, each with its own unique features. Many are offered on a free, trial basis, and even more are offered at competitive rates from companies hoping to make their money off of consulting fees. Choose wisely. You shouldn't have to pay much for this vital tool that every Web administrator should have. □

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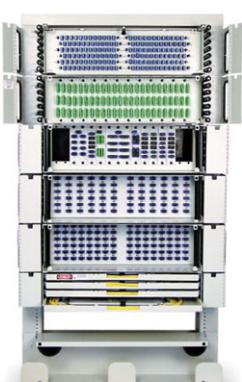
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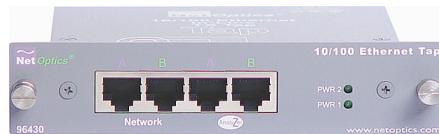
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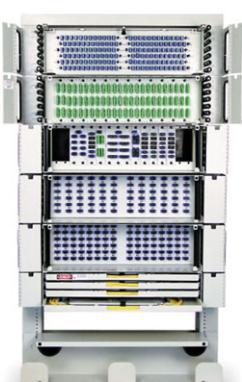
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Virtual Booth 3928 • Virtual Product 1813



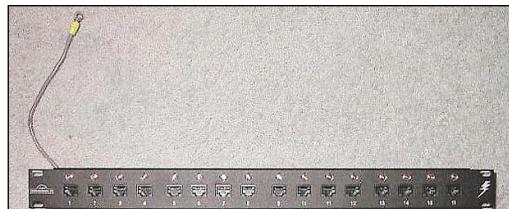
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PRODUCT RELEASES

DATA COMMUNICATIONS

■ **HP's** entry-level SAN starter kits will feature an integrated switch, the SilkWorm 3250, from Brocade. The HP StorageWorks MSA1500 SAN Starter Kits merge the HP StorageWorks MSA1500, a 2GB Fibre Channel SAN array, with the SilkWorm 3250, an eight-port SAN switch. HP has also included the following equipment to round out its SAN starter kits: two Fibre Channel HBAs, either a SCSI or SATA drive enclosure, and the appropriate cables to connect the SAN array. The StorageWorks MSA1500 SAN Starter Kit supports up to four SCSI drive enclosures for a raw capacity of up to 16.8TB. The SATA version supports up to eight SATA drive enclosures for a raw capacity of up to 24TB. Either kit is available for \$15,400.

■ **Telect** announced that its ELF 1RU Connectivity System will feature a 16-termination RJ45C-based patch module. The module is compatible with 10/100/1000 Ethernet, T1, or DDS signals and consumes a single module slot in an ELF chassis. As a result, users can have up to 48 terminations in a 23-inch

x 1.75-inch footprint. The device also features solid PCB-mounted RJ45C connectors and wire management for front and rear cross-connect security. The ELF 1RU Connectivity System also has front and rear RJ45C connectors to suit any situation. The ELF 1RU Connectivity System and other ELF chassis and modules are available directly from Telect.

■ **UNICOM Electric** introduced the copper and fiber 1000SX/LX GBIC (Gigabit Interface Converter) transceiver. Ideal for small to large-sized businesses, the 1000SX/LX transceivers are compatible with products from different vendors and across multiple platforms. The transceivers are also hot-swappable and come in SC Duplex, Multimode, and Single Mode configurations.

GRAPHICS & VIDEO

■ The PDP-424MV is a 42-inch plasma display from **Pioneer Electronics**. At \$2,499, the PDP-424MV is intended for public displays, boardrooms, and other business uses. The widescreen, 16:9 display offers 853 x 480 resolution plus an image manage-

ment feature that helps the screen resist burn-in. Several technologies that improve color and clarity make the PDP-424MV worth a serious look.

PRINTERS & SCANNERS

■ **Oce** announced the upcoming availability of its latest low-solvent, high-performance large format inkjet printer. The Oce CS6060 is a 64-inch-wide printer capable of printing 720 x 720 dpi at speeds of up to 176 square feet per hour in a four-pass mode. This is a six-color printer that uses the Oce IJC610 low solvent inks, which offer lower fume levels while delivering high-quality printing on a wide range of uncoated media. Besides the low solvent ink, the CS6060 also features an adjustable vacuum system to ensure media is flat as it passes across the printing platform and a carriage head that can be easily adjusted anywhere from 2.7 mils to 24.8 mils thick. The Oce CS6060 lists at \$32,995.

SECURITY

■ **StillSecure** has announced its membership in the NAC (Network Admission Control) Program. As

part of its membership in NAC, StillSecure will add its own Safe Access security application to NAC components, which include Cisco's Trust Agent and Secure ACS (Access Control Server). Safe Access will provide added security to NAC components by meeting a company's IT standards for updates, patches, and protection from malware.

SOFTWARE

■ **IBM** unveiled its WebSphere RFID Premises Server software. The new software is the first from IBM's recently formed Sensor and Actuator Solutions business unit, which IBM has pledged a \$250 million capital investment during the next five years. With WebSphere RFID Premises Server, users can connect current or new in-store systems such as POS systems, IBM Business Partner solutions, and RFID-enabled solutions utilizing IBM RFID Add-On for WebSphere Remote Server together. For offices that lack proper IT resources to monitor the software, a central office can use WebSphere Remote Server to manage remote offices. Both IBM WebSphere RFID Premises Server and IBM

WebSphere Remote Server are priced per processor.

.....

■ **NetSupport's** DNA Helpdesk 2.0 helps IT administrators who don't want to install helpdesk software onto client PCs. The software supports ticket management tasks, such as ticket logging (users can customize the categories), priority assignment, and ticket file attachments. Users can take advantage of customizable fields and view reports by user, including average resolution time, total calls, and status. The software doesn't provide inventory control—users can buy NetSupport DNA 2.0 for those features but do not need to buy it to use Web-based DNA Helpdesk 2.0.

.....

■ **Sherpa Software's** new email archive utility, Archive Attender For Exchange 1.1, can archive information in Microsoft Outlook's PST files. Admins can choose size and date searches for Outlook and Exchange PST files and, thanks to the new version, give permission to other users to use its archive search capabilities. The utility transfers archived PST files from the network to a separate device.

.....

Go to Page 14, Column 1

Data Backup, Modular Style

Storageflex Offers Solution To Address Retention Regulations

by Joseph Pasquini

THE COMPLEXITIES of enterprise data storage management have only been amplified by the need for compliance with new data retention regulations. Storageflex believes that its newly released, modular Compliance Storage Services can help customers meet both corporate backup/archiving objectives and regulatory requirements.

Using a modular approach of hardware and software, CSS

consolidates all of the physical storage subsystems on a network into a single logical resource pyramid. Client magnetic media is positioned at the top of the pyramid. The second tier is composed of server-based magnetic media. The third tier is made up of CD, DVD, tape, and optical devices. The bottom of the pyramid is made up of offline media. The most recently used data is stored at the top of the pyramid for faster access by end users.

Less recently used data is stored in the lower tiers. When a user attempts to access data from the lower tiers, it is automatically and transparently moved to magnetic disk for better performance.

Depending upon the needs and existing infrastructure of the customer, CSS can be deployed in its entirety or as one or more software or hardware components. "The goal of the Compliance Storage Services is to provide customers with an easy-to-implement solution to achieve archiving and compliance objectives," says Paul Chen, vice president of Storageflex.

Analysis lends credence to Chen's stated objective. According to a third-quarter market update from Gartner Dataquest, data retention regulations and the desire from small businesses for economical infrastructures will stimulate consolidation in the storage sector through 2006.

SNAPSHOT

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Features of the CSS include unlimited offline volume tracking, automated data migration, transaction logging cache, scheduled archiving, online backup and restore, media transportability,

disaster prevention and recovery, and removable media management. Of special interest to some mail administrators will be the availability of CSS as an application-aware solution for archiving Microsoft Exchange mailboxes. Full search capabilities are also provided.

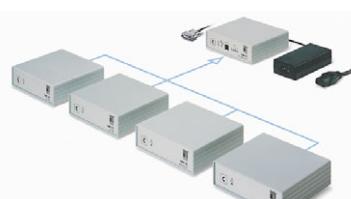
CSS is available with a choice of NAS, SCSI, or Fibre Channel connection to host. A choice of internal disk, optical, and tape mechanisms is also available. Optical formats include DVD-R and DVD-RAM. Tape formats include AIT, SAIT, LTO, and SDLT. WORM tapes are also available in AIT and SAIT formats.

In the market segment, Storageflex is unique in its flexibility to serve as a complete standalone, hardware-only, or software solution. However, Storageflex does consider offerings from such vendors as EMC and Veritas as its general competition.

Pricing for CSS configurations starts at \$10,000. ▀

Rack Monitor System

Virtual Booth 3871 • Virtual Product 1706



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PRODUCT  RELEASES*Continued from Page 13*

■ **Sunbelt Software** has introduced CounterSpy Enterprise, an anti-spyware application for the corporate market. CounterSpy Enterprise is scalable and incorporates policy-based management tools. System administrators can select from a variety of deployment options and develop customized reports. CounterSpy Enterprise includes the necessary tools to schedule spyware scans, automatically quarantine spyware, and receive automated spyware reports on the central server. CounterSpy Enterprise supports Win2000 Pro SP2/2000 Server SP3/XP Pro/2003 Server.

. . . .

■ **Tumbleweed Communications** has recently introduced Email Firewall 6.1, a new version of its antispam software. The software prevents spam by applying both proactive and reactive technologies. To proactively fight spam, IBF (Intent-Based Filtering) analyzes email content to determine which messages are spam. As a reactive measure, the software's Message

Protection Lab updates its Spam Analysis Engine. With a subscription to the Tumbleweed DAS (Dynamic Anti-spam Service), Email Firewall 6.1 can connect to Tumbleweed's updated database to incorporate filters for even the latest filter-busting spam techniques.

STORAGE

■ **Iomega** announced three Iomega external hard drives for both the business and home market. The three drives come in 160GB, 250GB, and 400GB versions and feature three interface types, including USB 2.0, FireWire 400, and FireWire 800. The drives also feature Iomega's Automatic Backup Software, which backs up your information whenever a file changes and supports multiple file revisions and backup locations. The hard drives are available for the suggested retail price of \$199, \$279, and \$429, respectively.

. . . .

■ **MPAK Technologies** has announced the release of the ExchangeStor ME5000. This

storage appliance is designed specifically for mail server applications. The device allows companies to enhance email functionality and easily fulfill regulatory requirements. The ExchangeStor ME5000 offers a storage option for email. The ME5000 leverages the compatibility and reliability of operating a Windows interface that is optimized for seamless integration and complete remote/onsite management. This is one of a line of products from MPak that features application-specific architecture developed for vertical markets.

. . . .

■ **Procom Technology** released the 3U form-factored NetFORCE 900 SATA-based NAS filer, which is capable of up to 4.8TB of storage. Designed for the small to medium-sized business market, the NF900 features Procom's enterprise-class operating system, Intel Xeon-based architecture, as well as support for cross-platform heterogeneous file sharing, full SNMP monitoring, and local SCSI backup options.

. . . .

■ **Sony** has announced a new technology in its 16X DVD-R and DVD+R media. Called AccuCORE, the technology purports to increase compatibility between the discs and recordable DVD drives. Besides making possible greater recording speeds—Sony claims as little as six minutes to burn a full 16X, 4.7GB disc—AccuCORE offers other benefits, such as archival longevity and faster addressing of DVD-R during time-shift playback.

. . . .

■ **Western Digital** has announced that its Caviar models are endowed with two features, WhisperDrive and SoftSeek, to make them run cooler and more quietly. The drop in temperatures stems from lowered power consumption, thanks to firmware and electronic component tweaks. WhisperDrive denotes an improved power driver design and cuts operating noise. SoftSeek's goal is this too, and its technology cuts the din of the head armatures when seeking data at various locations

on the disks. The company also claims faster caching in its new Caviars, which are available in capacities up to 320GB (\$249).

WORKSTATIONS & DESKTOPS

■ With its new IPC-7220, **Advantech** is targeting IT administrators in industrial environments that need rugged computers. The IPC-7220 has shock-resistant drive bays, rubber-line clamps, a front-panel door that includes a lock, and a bracket that lets users attach the chassis to both horizontal and vertical surfaces.

The case's other tough environment features are an included alarm module that emits sounds when the system fails and displays system temperatures via front-panel LEDs. The IPC-7220 supports ATX motherboards and boasts two external 5.25-inch bays and one 3.5-inch bay. The chassis also has front-panel I/O connectors, including USB connectors and easy-access cooling fans and filters.

Neither Wind Nor Rain . . .

Rugged Casio Handheld Designed For Demanding Environments

by Joseph Pasquini

. . . .

LIKE MOST ELECTRONIC DEVICES, general-use PDAs do not take kindly to heavy-duty operation, and replacing them numerous times can be costly. In an effort to address the needs of industrial users and those in related businesses, Casio has released its new IT-10 Pocket PC, which is engineered to be shock-, dust-, and water-resistant.

"The IT-10 was designed to address the market segment requiring the functionality of consumer Windows Mobile

2003 SE devices being used in what I call 'diagonal applications.' These applications require a more robust design, but not to the point of the more expensive rugged products," says George Baraona, Casio's director of national sales. The IT-10 is intended for tasks such as retail store management, sales force automation, facilities maintenance, and market research applications.

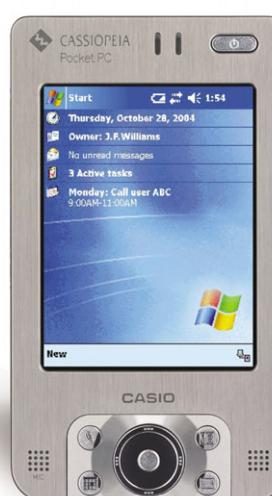
The IT-10, based on Windows Mobile 2003 Second Edition, is shock-resistant to withstand a drop from 3.3 feet (1 meter)

and complies with the IP 54 rating for dust and splash resistance. It features a 3.7-inch transreflective TFT color screen with a VGA resolution of 640 x 480 pixels.

The unit is powered by an Intel PXA270 416MHz CPU, with 64MB RAM and 64MB flash ROM with 20MB free for user storage. Other features include a CompactFlash Type I/II slot, a SDIO expansion slot, a built-in microphone, a headphone jack, IrDA 1.3, and a claimed 27 hours (approximate) of runtime usage from a removable Li-Ion rechargeable battery.

The aggressive battery estimate of 27 hours is based on

operation of the IT-10 under ideal conditions, using maximum power-saving settings.



SNAPSHOT

Casio IT-10 Pocket PC

\$999

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Obviously, real-world use will differ. Casio is confident that the enhanced battery life will be of great interest to corporate users. "Casio strongly believes this new model will energize and expand the enterprise PDA market," says Sampey.

In an unusual move, the North American version of the IT-10 does not include Bluetooth or Wi-Fi. While this may surprise many observers, this omission does allow users the ability to use 802.11g Wi-Fi CF cards when they become available. To maintain the ruggedness of the IT-10 when wireless or other types of third-party expansion cards are used, Casio is offering a special accessory cover, which is secured by four screws directly to the top of the handheld.

Other competitors in this market space include offerings from Symbol Technologies and HP, as well as other similar Windows Mobile 2003 SE devices.

The Casio IT-10 Pocket PC retails for \$999 and is expected to begin shipping by press time. □

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Third-Generation LTO From IBM

New Standalone Tape Drive Ups The Ante For Capacity & Speed

by Daniel P. Dern

IN THE STILL-HOT PRICE and speed war between tape and disk, IBM has fired the latest salvo with its Generation 3 Total Storage 3580, a third-generation LTO drive which, the company claims, offers the fastest data throughput of currently available LTO3 drives.

IBM is targeting the Generation 3 Total Storage 3580 at SMBs that need tape storage for purposes such as regulatory compliance, data archival, and business continuity.

Competing tape alternatives include LTO drives from other companies, notably HP and Certance (formerly Seagate), and proprietary pre-LTO tape technologies such as DLT and SDLT. Depending on the

application and budget, ATA hard drives are becoming an option, as well.

Charles King, principal analyst at Pund-IT Research, states, "The size and entry-level cost of this drive make it a very interesting technology to explore, even if what you currently have is still adequate. And you can integrate this with your current solutions."

The new 3580 tape drives are available now as standalone SCSI-attached drives, intended for smaller customers for use with one server. "Next year you'll see these in rack solutions," says Charlie Andrews, director of product marketing, IBM Tape Storage. For example, IBM plans to offer the drive in Fibre Channel automated tape library solutions.



SNAPSHOT

Generation 3 Total Storage 3580

\$6,500

Third-generation LTO tape drive offers better value per gigabyte over LTO2

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According to Andrews, the new drive continues the improvements in capacity and performance of new generations of LTO devices.

"The first generation held 100GB per cartridge, LTO2 doubled that to 200GB, and LTO3 is up to 400GB," says Andrews. (All figures are for uncompressed data.) Similarly, he notes, "Performance has gone up from 15MBps for LTO1 to 35 for LTO2, and now 80MBps for LTO3."

Given that LTO tape uses much of the same technology as hard drives, Andrews adds, "We see capacity continuing to double every 18 to 24 months . . . we demonstrated 1TB cartridges two and a half years ago and have higher-capacity stuff in the lab."

Although the new LTO3 drives are slightly more expensive than LTO2, "The 100% performance increase and doubling in capacity, means you're getting a substantially better price per gigabyte," Andrews notes. IBM has also decreased the drive's average power consumption through electronics that use IBM's copper-chip technology.

All LTO3 drives are backward-compatible (for cartridges of the same size) for read and write for one generation, and read-compatible for two generations back; that is, an LTO3 drive will read LTO1 tapes, as well as read and write to LTO2 tapes.

SoftPerfect Print Inspector

New Version Offers Improved Printer-Use Management & Auditing

by Daniel P. Dern

SOFTPERFECT RESEARCH recently announced version 4.0 of its Print Inspector print management and auditing utility, intended for use with local and remote shared network printers. Print Inspector software runs on WinNT 4.0

(Workstation or Server), Win2000, or WinXP and does not require any changes to Windows system files.

Users can manage (start, stop, reprint) print jobs, as well as view document categories and printer and print server settings. Print Inspector saves detailed

printing statistics to a database, including job creator names and job dates.

The most important feature added in this release, according to SoftPerfect, is the ability to run as a system service. "The built-in system account doesn't allow access to network printers, but we solve the problem and this release works [as a] Windows NT service," comments Andrey Ryazanov of SoftPerfect.

A new reporting tool can display the print database information in chart format, create reports, and export the information to CSV format. Other new features and changes include support for more printers and internal changes.

According to SoftPerfect, uses for Print Inspector include helping manage print jobs and tracking employee printing habits. This

SNAPSHOT

SoftPerfect Print Inspector 4.0

\$99 (volume licensing available)

Provides better management of print jobs, plus auditing of printer usage

www.softperfect.com

helps companies get the most out of their printers and minimize the total cost of ownership of the printers.

Competing products, according to SoftPerfect, include Print

Tracker and CZ Print Solutions' CZ Print Job Tracker 3.0.0.6.

"Tools from printer vendors, and third-party products like these, fulfill a role in some enterprises that native Windows—what you get from the Printer icon in Control Panel—doesn't do well enough," comments Chris DeVoney, informatics manager of the General Clinic Research Center at the University of Washington in Seattle. "While you can control multiple network printers that run to the same server in Windows pretty easily, non-shared local printers are beyond reach off-machine. Additionally, you don't have the granularity of control," DeVoney adds.

Although DeVoney does use the old Windows printer control panels, he uses HP's free Web JetAdmin to control, administer, update, and monitor the six HP printers in his department, as well as the Web server for their Canon ir3200 ImageRunner printer.

Print Inspector is available now. A single server license costs \$99; site licenses and volume discounts are also available.

The most important feature added in this release is the ability to run as a system service.

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Acronis' New Disk Imaging Solutions

Backup & Recovery For Windows & Linux

by Joe Lazzaro

• • •

ONE OF THE FACTS OF LIFE of computing is that unless you are ruthlessly vigilant, servers and workstations will eventually crash, taking their valuable data with them into the land of unrecoverability. If you're an IT manager or data center coordinator, doing frequent system backups to

secure your valuable data is an important responsibility. To perform your job, you need tools to quickly back up and restore server and workstation data while keeping your business up and running without interruption.

Acronis recently rolled out two new disk-imaging solutions: True Image Corporate Workstation 8.0 and True Image Enterprise Server

8.0. The Workstation version allows managers to back up and recover Win95/98/Me/XP PCs. The Enterprise Server version allows administrators to back up and restore multiple Windows servers from one central location and manage those resources with one solution.

The two versions of Acronis True Image share some common features. Both can create disk images for backup purposes, which can be later restored. True Image also allows administrators

to restore individual files or folders, if desired. The package can also perform incremental backups, which allows administrators to back up only files that have changed since the last disk image was created. The ability to perform incremental backups permits significant time savings, cutting the time required to perform a complete backup.

SNAPSHOT

Acronis True Image 8.0

Corporate Workstation version: \$79.99 (volume licensing available)

Enterprise Server version: \$999 (volume licensing available)

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A Host Of Trouble?

Continued from Page 9

And if you're assigned to that IP, you'll find your email widely blocked all over the Internet. (Some hosts, even large, widely respected hosts, redistribute blackholed IPs to new clients when the old ones who were using them leave, get chased by the law, or simply go bankrupt.)

Of course, knowing your admins is just as vital as knowing your neighbors. Does your Web host have MCSEs and CNAs, or cheap, low-level techs? Which of these will answer the phone at 3 a.m.?

And don't forget to ply your host with the basics. Can they give you three to five clients as references?

Bandwidth, Throughput & Traffic

While bandwidth, throughput, and traffic are three distinct terms to hosting experts, they're often used by laymen to refer to the amount of use your site gets and how much data it will transfer across the ether as a result.

When choosing a Web host, it's vital to know how what host will charge you for bandwidth. Do they offer a fixed monthly amount, say 500MB, for a fixed price? If so, do they charge you more if you exceed that amount? And if you exceed that amount, do you have access to server logs to verify the charge is accurate?

Be sure to answer these questions before you choose a host, not after.

Will they support their claims with a contract and an SLA? Will that contract lock you in to long terms with no leeway, or is there an easy exit clause? If your Web site is vital to your business, don't forget

to check your host's credit and legal status. A quick search with Dun & Bradstreet (www.dnb.com) will tell you if your host pays his bills on time, needs a quick infusion of cash, or has had tangles with past clients in court.

Moving Day

If you're hosting your Web site in-house and realize, perhaps a bit late in the game, that hosting is beyond your comfort zone, you're not alone. Just remember that moving a Web site from server to server is roughly as fun as a root canal.

Narez has some helpful advice. "Ask yourself a simple question,"

he says. "Have I become accustomed to a set of applications that lets me run my business online? And if I have, does my new host have the same applications?" In other words, don't go with a host that can't support Perl if your Web site's backend is swimming in it.

And above all, search for a host that can be more than just a vendor. Search for a host that can be your partner. "We're trying to help our clients grow their online presence," says Narez. "That means we need to understand their business and do what's right for them, not simply what's right for us."

If you can find that in a Web host, you're in good hands. ■

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What Storage Industry Consolidation Means For You

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on storage and backup.

by Sixto Ortiz Jr.

AS BUSINESSES GENERATE more and more megabytes—and gigabytes and terabytes and petabytes—of data, the seemingly pedestrian task of storing it all becomes increasingly important. And, new regulatory and legal requirements that regulate and make every digital morsel a potentially discoverable piece of key evidence now make the storage and management of information an urgent priority for many CIOs.

Industry Consolidation

A key news item about the storage and backup marketplace is the announced acquisition of Veritas by Symantec. This acquisition, according to Enterprise Strategy Group Senior Analyst John Olsik, bolsters Symantec's market presence in the enterprise and enables the company to continue moving beyond its consumer marketplace roots.

Also, adds Olsik, the acquisition brings Symantec a step closer to fulfilling its "information integrity" initiative by adding backup and restore applications to its security and disaster recovery portfolio. Announced in October 2004, Symantec's information integrity is an attempt to resolve the inherent conflict between making information universally available and secure.

The bottom line: ESG's Olsik predicts that more deals in the storage marketplace will follow as market players seek to become a one-stop shop for enterprise customers. The key is to be able to offer customers an entire suite of products and services, bundled into a cohesive solution that takes care of all information lifecycle management issues in an enterprise.

The December 2004 EMC announcement of its purchase of SMARTS, a network and fault management vendor, highlights this trend. This move, write analysts Frank Gillett and Galen Schreck in a recent Forrester Research Quick Take, is a step in the right direction for EMC but is not enough to turn EMC into a one-stop shop for storage and management solutions.

According to Forrester, other firms such as Sun, IBM, and HP are all offering bundled hardware and storage management solutions

that allow customers to purchase everything they need from a single vendor. Also, Schreck and Gillette point out, vendors of heterogeneous system management software are also gaining momentum in the marketplace, especially with customers who want to pare down the number of management consoles required to manage their server, network, and storage environments.

Managing The Digital Tidal Wave

With the onslaught of regulatory requirements—think Sarbanes-Oxley—the need for understanding storage systems and safekeeping the data they store is more critical than ever. Sarbanes-Oxley and other regulatory requirements, such as HIPAA, are forcing businesses to rethink their data storage strategies to ensure their businesses are compliant with these new requirements.

According to a December 2003 Yankee Group study, more than 15,000 U.S. and international regulations govern the management of business information.

Beyond data retention to comply with regulations, the overall task of managing the flood of corporate digital information will become important, writes Yankee Group analyst Jamie Gruener in a recent report.

Issues such as document management, brand asset management, digital asset and rights management, records management, electronic forms, and others will increase the importance of information lifecycle management. Multiple storage vendors, such as EMC, Veritas, Network Appliance, and others rolled out ILM strategies during 2003 and 2004.

SMB Storage-Buying Trends

All of the big storage manufacturers know the SMB marketplace is absolutely critical to their future growth prospects. But even though storage solution vendors are aggressively courting this marketplace by developing products specifically tailored for SMBs, they may find the going a bit tougher than anticipated.

An October 2004 Yankee Group survey queried 163 SMBs (those with fewer than 500 employees) and 103 enterprises (those with more than 500 employees) and revealed some not-so-surprising

facts about SMB buying patterns. SMBs are price-conscious, require handholding, purchase equipment or solutions to solve immediate, tactical problems, and want to see short deployment cycles and immediate results from their purchases.

Large equipment vendors will face some challenges as they adjust their sales and support strategies to match the needs of SMBs, who require easy-to-use, commoditized, plug-and-play solutions.

But in spite of the challenges, the Yankee Group predicts SMBs will start purchasing external storage

solutions in the coming year, including NAS, Fibre Channel SAN storage, DAS, and iSCSI storage. Fibre Channel SAN vendors, the Yankee Group predicts, will have to lower the price tags and complexity of their products if they wish to make inroads in the SMB marketplace, where iSCSI is a viable alternative.

Stemming The Tide

In an October 2004 Trends research note, Forrester Research Principal Analyst Bob Zimmerman points to three key trends in the

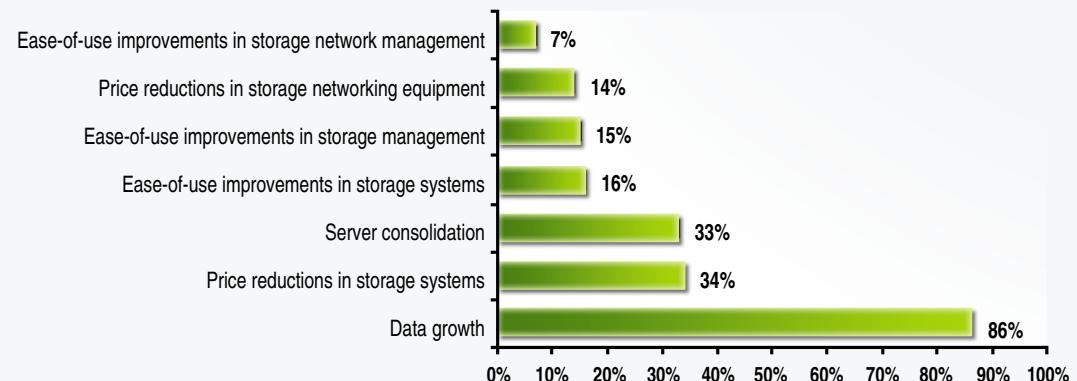
storage marketplace: increased volumes of digital data, denser and smaller storage devices that hold more data, and an increased focus on regulatory requirements for retaining, archiving, and perhaps retrieving data, even years from the time it was first generated.

The data flood will not recede, but technology should keep up with the need for higher device capacities. But the need to store, secure, index, archive, and possibly retrieve every digital morsel will place tremendous strain on businesses large and small. □

The Storage Market

Storage Drivers For SMBs

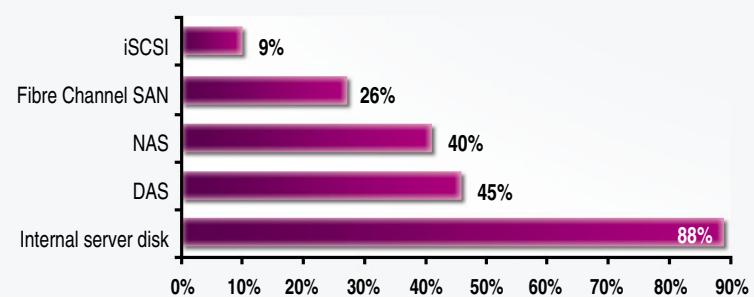
According to a 2004 Yankee Group/Sunbelt Software SMB storage survey, the principal force driving SMB deployment of storage technology is the explosive growth of data in even small businesses. Regulatory data archiving and retention requirements will certainly contribute to this trend in data growth. Price reductions and the need to consolidate server-based storage are also important drivers.



SOURCE: YANKEE GROUP/SUNBELT SOFTWARE 2004 SMB STORAGE SURVEY

Current Storage Technology Deployments

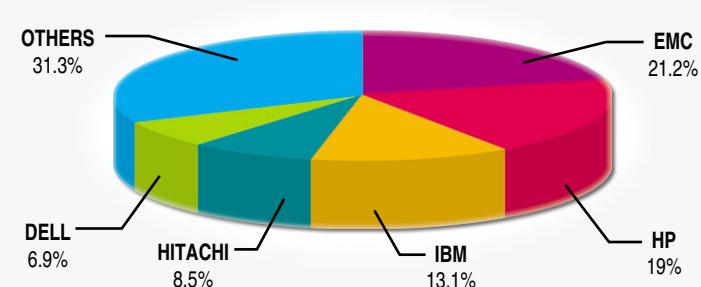
This figure indicates that the majority of SMBs still rely on internal server disks to meet their data storage needs. Both FC SAN and iSCSI deployments lag far behind internal server disks and DAS as modes of storage in SMBs.



SOURCE: YANKEE GROUP / SUNBELT SOFTWARE 2004 SMB STORAGE SURVEY

Worldwide External Disk Storage Revenue, Q3 2004

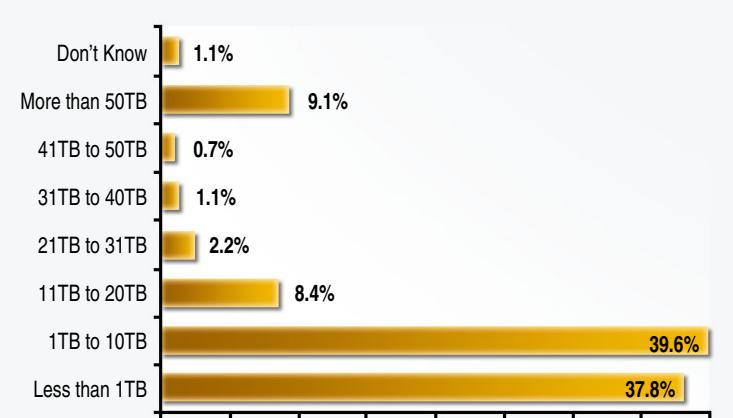
According to IDC's market data for the third quarter of 2004, EMC leads the pack in worldwide external disk storage systems market share, followed by HP.



SOURCE: IDC PRESS RELEASE, DECEMBER 2004

How Much Data?

In spite of the ongoing trend in data growth within enterprises, the majority of SMBs still estimate they hold less than 10TB of data in their IT environments. Surprisingly, a small spike interrupts the downward trend as data volume ranges increase: 9.1% of SMBs estimate they hold more than 50TB. The Yankee Group report indicates these may be health care and legal firms that are already governed by strict data retention regulatory requirements.



SOURCE: YANKEE GROUP / SUNBELT SOFTWARE 2004 SMB STORAGE SURVEY

HP Is Up To Big Things For 2005

Continued from Page 1

Server, and the .NET framework on HP ProLiant and Intel Itanium 2-based Integrity servers, as well as HP's ProLiant server blades and StorageWorks products.

"There are two flavors of middleware out there," says Miller. "There's .NET and Java-based J2EE. We offer both versions because the customer may want to choose between them."

It's a policy that lies in stark contrast to HP rivals IBM and others, which offer .NET or J2EE, but not both. And it's a strategic plan that makes sense at a time when Microsoft is losing dominance in the SMB space.

"No corporate customer, no network admin, and no CIO is saying it's going to be an all-Microsoft world," says Miller, noting the rise of Linux and the impending release of Longhorn. "We're here to say, 'We're here to help you and not to force you into a choice.'"

New Partners, Too

In October, HP and financial giant Intuit announced a new bundle that pairs QuickBooks

Processor.com

and software that's designed for multi-users."

But they also want the utmost in ease of implementation, says Saraon, which the HP bundle is designed to provide. As a turnkey solution, the ML 110 and ML 350 bundle is simpler to implement than rival products from PeopleSoft et al, and with a base price that starts at \$3,500,

HP and SAP's joint projects are designed to give the midsized enterprise access to the same ERP systems that global giants can afford.

Enterprise Solutions, Intuit's software for companies that graduate from QuickBooks to larger needs, with HP's ProLiant servers.

"When a business goes to the next level," says Manvinder Saraon, brand manager for QuickBooks Enterprise Solutions, "they're breaking at the seams. Often they're putting more users on the system, and they want better performance

it's far less expensive, too. (For details, see the QuickBooks Enterprise Solutions site at www.qbes.com.)

But HP's efforts with partners don't stop there. In late October 2004, HP and SAP America announced a set of managed solutions for midsized companies. Both firms plan to offer enterprise management products for as low as \$325 per user per month. SAP will offer software, installation,

HP Goes Mobile (& Grows)

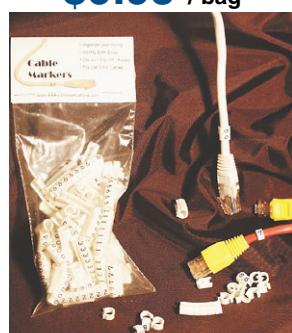
Globally, PDA and SmartPhone shipments have mushroomed, and HP enjoys a prime spot in the garden. While its market share has declined in the last year as more and more players clamor to enter the field, its total shipments are substantially up.

Q3 2004 Shipments	Q3 2003 Shipments	Q3 2004 Market Share	Q3 2003 Market Share	Growth
689,410	579,940	9.3%	14.3%	19%

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January 7, 2005

That's no laughing matter at a time when the safety of one's identity and issues of corporate liability have begun to merge. "Identity theft and privacy are growing concerns for consumers," says Todd DeLaughter, vice president and general manager of HP's Management Software Organization. "And identity management poses a constant compliance issue for enterprises and service providers with various systems."

As does storage, with HIPAA, Gramm-Leach-Bliley, the Patriot Act, and Sarbanes-Oxley imposing ever more stringent standards for data retention. In October 2004, HP unveiled new SAN and NAS products for SMBs. Among these are the ProLiant ML350, ML370, and DL380 Storage Servers, designed to reduce the cost of storage expansion and file-server consolidation. In addition, HP announced new features in the ProLiant iSCSI Feature Pack, which lowers storage costs by letting admins migrate to consolidated network storage from multiple direct-attached storage devices without upgrading to Fibre Channel.

Of course, these barely scratch the surface of products that HP announced in the last quarter of 2004, and the first quarter of 2005, according to the IT giant, will see even more activity. But one thing seems to remain constant in Palo Alto: Innovation is key, as it was in the garage on Addison Avenue. Not even a new year will change that. □

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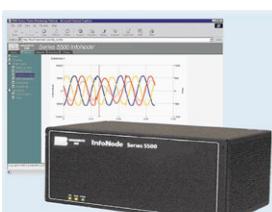
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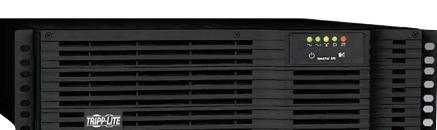
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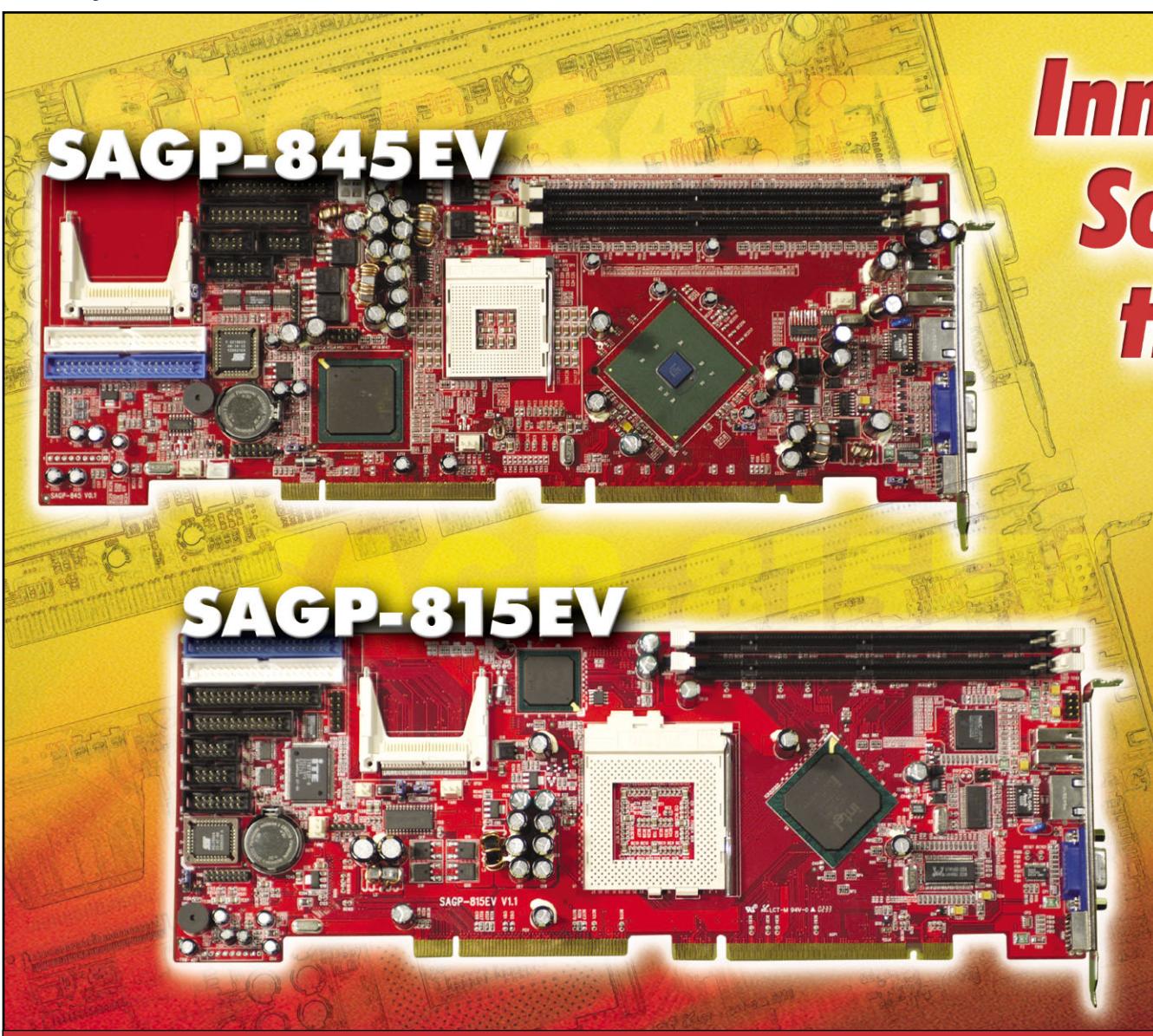
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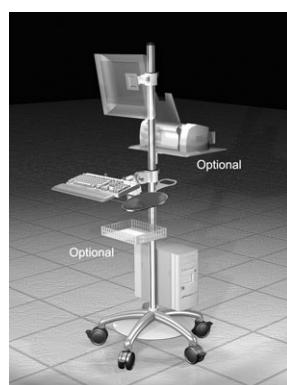
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OPINIONS

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A Few New Year's Predictions

There is nothing that makes me feel older than a few days with my grandkids. My daughter and her children (Mary, 4, and Katie, 18 months) came for the holidays. They just left, and the house has returned to the deafening quiet that I seem to enjoy. Now I don't have to carefully navigate through the 4,000 plastic toys like a soldier feeling his way through a minefield at night in his bare feet.

The really sad part of this Christmas was that virtually everything we gave and got was made in China, Taiwan, or elsewhere in the Far East. Actually, that's not entirely true. I did get a cool video game (a relic WWII game that simulates German U-Boats) that was designed, coded, and built in Austin, Texas, but run by a company (Ubisoft) that is headquartered in France. My wife also crocheted some nice

scarves—with Italian and American yarn. But the Christmas tree, lights, and most of the decorations were made in China. It's clear we live in a pretty "global" economy that depends quite heavily on imports—perhaps too heavily.

Looking To 2005

But I want to try to make some new year's predictions—a first for me. No, I don't have any more insight than any of the other prognosticators out there, but I expect my predictions will be as accurate as theirs. Although I would like to predict that we will no longer be at war with the "insurgents" in Iraq, I'd rather not wade into another minefield. Instead, I'll try to stick to technology.

- I see more and more technology companies merging. I expect that HP and Dell, HP and Gateway, or

Dell and Gateway will merge. Perhaps DellWay will emerge as a new competitor to Lenovo? Will this mean lower prices for consumers? I doubt it, but I'm an optimist. I was planning to buy rights to DellWay.com, but someone beat me to it. Perhaps they know something I don't. . . .

- I expect that more consumer PC systems will be built with overpriced proprietary parts, much like the last HP I tried to repair for a lady in the church choir. Apple has done OK with this strategy, but it means when your PC power supply goes out, you'll have to fork over \$90 instead of \$15 to bring it back to life. I gave up trying to recycle old Dell and HP system boxes because the standard motherboards don't fit them. I guess more and more of them will end up on the scrap heaps in China, polluting the groundwater. With a one-year warranty, it's often cheaper to toss the computer or printer than



WILLIAM (BILL) VAUGHN

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

^ BIO NOTES

trying to get it fixed after the warranty is up.

- I expect the trend to outsource support, coding, and assembly to Russia, India, and China, along with their trade secrets, (once) proprietary designs, and intellectual property, will continue. I wish it wouldn't. I would rather companies send the work to Mexico or Canada where the language difference isn't such an issue and the piracy rates are below 95%. But, as many of us have discovered, it's not just the language difference; it's also the attitude. Most (but not all) of the folks I have had to deal with overseas just don't seem to give a care one bit about customer service—throughput is what matters most to them, it seems.
- I also expect more companies will rebuild local support sites for their "best" customers, the ones they actually want to keep. Eventually, companies discover that it costs a small fortune to win a customer but 10 times more to get the customer back after they have been driven away by poor service.
- I expect Microsoft will finally ship Whidbey and Yukon—albeit four months late, which will drive the

marketing people, authors, publishers, and the developer community crazy. We'll find that C# will have even more new features not available in Visual Basic .NET (if they still call it that). Microsoft will change the name of ADO.NET back to XDO to keep developers guessing. We won't see Longhorn this year, but Microsoft will announce another delayed ship date for it and will (doubtless) drop another big feature (like printing or the color red).

Microsoft will further distance itself from .NET, "Active" anything, and all acronyms not containing an X. Microsoft will also cancel its plans to buy Argentina with the money left over after the dividend payoff. It might, however, buy the city of Bangalore or that piece of land in British Columbia near Vancouver for its new headquarters.

We'll check back next year at this time to see if any of these predictions have, in fact, come true.

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OPINIONS

BENT • ON • STORAGE

The Year That Was

2004 was a pretty good year in storage, with plenty of the usual highs and lows.

Early last year, Wall Street analysts picked disk drive companies to rise again, only to see them quickly backtrack on their predictions when they realized industry capacity was way beyond demand, driving margins to their traditional razor-thin levels. The good news is that companies could continue to buy the cheapest storage ever.

SATA

SATA drives provided most of the excitement for the disk drive business, with an abundance of products being released throughout the year. Starting in 2004, Western Digital had a clear advantage in SATA technology, highlighted by its 10,000rpm Raptor drive.

A bit overzealous, I predicted that SATA drives would start replacing SCSI drives in low-cost server systems—and they did, but slower than anticipated. Some vendors sold SATA technology as a SCSI alter-

native for PC servers, and other vendors sold it as a desktop drive replacement, causing plenty of confusion about what SATA really was. The industry compounded the confusion by creating multiple standards tracks for SATA. Given the lack of coherency, the technology's market impact was blunted considerably.

I'm still a big believer in SATA for 2005. It always takes time for new technology to get the kinks worked out. This year, look for vendors to increase their SATA storage offerings for PC server systems and second-tier storage. These new SATA subsystems will significantly lower the cost of high-capacity, high-availability storage, making it possible for small and medium-sized businesses to get the same type of capabilities that have only been affordable to enterprise businesses in the past.

The Flash Memory Explosion

2004 was the year that miniature flash memory devices became commodity

products. Instantly accessible with excellent performance (especially with USB 2.0), it catapulted personal storage into a whole different level of functionality in 2004.

I predict 2005 will see the technology becoming more widely integrated into common personal items such as pens, watches, and household tools. Favoring creativity over function in industrial entertainment, I'm hoping there will also be more adventurous efforts such as memory-enabled costume jewelry, air fresheners, and fishing tackle.

Virtualization, Tiered Storage & iSCSI

In the enterprise storage category, the product of the year for 2004 was the IBM SAN Volume Controller. A year ago, virtualization was an overhyped, tired word that nobody wanted to talk about anymore. A year later, thanks to IBM, virtualization is now being discussed very seriously as a cornerstone of any enterprise storage infrastructure.

IBM's SVC single-handedly legitimized virtualization through its excellent design and functionality and forced IBM's competitors

to come up with responses. In 2005, expect to see a lot of market wrestling among IBM, EMC, and Hitachi to claim leadership as the best virtualization vendor in the industry. I believe IBM has the technology lead, but EMC has a good chance to outsell IBM through its aggressive sales programs and management.

Along with the revival of virtualization, 2005 is going to see the first major wave of tiered storage products and

MARC FARLEY

Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

manage the placement of data more effectively—and this is not a trivial problem.

Tiered storage's problems won't be solved completely in 2005, but a lot of companies will start using



solutions. The concept of tiered storage was legitimized by Network Appliance with its NearStore products back in 2003. Seeing the success NetApp has had, the rest of the industry wants to capitalize on the opportunity to manage data by placing less used or older data on less expensive storage hardware. The problem is finding ways to

it to control the cost of storage. Microsoft's announced delay of WinFS in August was a disappointment for the rapid development of tiered storage, but other software solutions will emerge to fill the void. We are probably better off without them screwing things up anyway.

iSCSI is another technology that has been coming

on for several years but has yet to see widespread deployment. Again, Network Appliance has led the charge in this technology and proved its capabilities. I expect companies specializing in iSCSI will have success in 2005 as the market warms to its capabilities. When the market starts buying iSCSI, the three-letter storage vendors will bring their solutions out of the woodwork.

Certainly the biggest surprise of 2004 came at the end of the year with the announcement of Symantec's acquisition of Veritas. Using history as a guide, this acquisition will not go smoothly. Following the commotion at Veritas in recent years, Veritas employees are likely to look elsewhere for new adventures and technologies to work on.

Here is a short list of awards for 2004:

- Most Valuable Player: Network Appliance, for its leadership and execution
- Most Improved Player: IBM's SAN Volume Controller
- Rookie of the Year: 1GB USB flash memory stick

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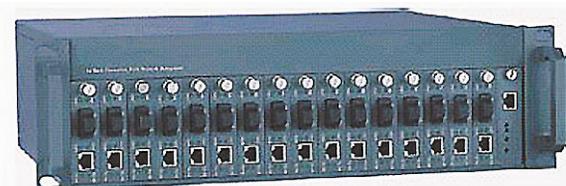
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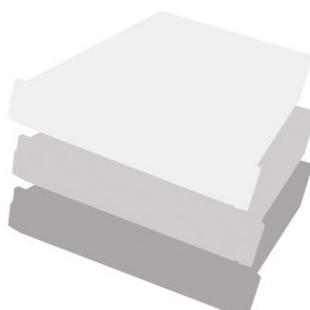
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VDSL Secure Routing Switch

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- Simple Network Management Protocol (SnMP) feature
- Rack Mountable
- VDSL 12-Port Switch: \$1020; CPE site Modems: \$70

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- Ability to configure the Switch remotely through Telnet
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Could Data Recovery Void Your Warranty?

Here's How To Handle This Catch-22

by Tony Bradley

IMAGINE THAT YOU just purchased a brand-new server a few months ago and you are running a mission-critical database application on it when one of the hard drives fails. Before you worry about having the hard drive replaced, your primary concern is recovering your critical data. So, you hire a professional data recovery company to extract your data from the crashed drive. When you try to return the hard drive to have it replaced under your warranty, though, the vendor tells you that the warranty is void because the hard drive has been opened.

It is a bit of a catch-22: Recovering your vital data is essential, but violating the hardware warranty is not advisable. How can you recover your data without violating the warranty on your hardware?

Use An Authorized Data Recovery Company

Doug Owens, director of CBL Data Recovery Technologies' San Diego lab, says, "If the data recovery company [you] choose is recognized by the manufacturer to perform recovery services, then there is nothing to worry about. The end user will be able to return the hard drive just as they

would be able to prior to the recovery efforts." Owens warns, though, that "customers dealing with nonrecognized data recovery companies may have to pay a [higher than retail] cost for a replacement drive, or in the case of laptop products, have the warranty of the entire unit voided."

There is some relative safety in sticking with the larger, industry-leading companies to perform the data recovery. Owens advises, "Since most major manufacturers have already recognized the larger data recovery

says, "Ontrack Data Recovery—like several of the professional data recovery service providers—is recommended by all of the major hard drive manufacturers and is authorized by Fujitsu, IBM, Maxtor, Quantum, Samsung, Seagate, Toshiba, and Western Digital to open the seal on any of their hard drives to perform data recovery without voiding the manufacturer's warranty. This applies for all of their storage devices, so customers should have no concerns whether the recovery is being performed on a laptop or their server system."

When push comes to shove, voiding the warranty and eating the cost of a new drive is worth it to recover your existing data.

companies as capable of handling drives correctly, there is not too much risk to the end customer. However, they can call ahead to their vendor and see what the policies are specifically."

Jim Reinert, senior director of software and services for Ontrack Data Recovery,

Other Considerations

Reinert offers a caveat, however: Companies should do some homework not only on which companies are authorized to perform the recovery without violating the warranty but also on which company is best to perform the recovery. "Deciding whom to trust with your valuable data is crucial because failed recovery attempts can also lead to permanent data loss. So it is critical to select a reputable and reliable company that has a solid record of recovery, as well as relationships with the hardware providers."

While recovering the data is critical, another consideration is getting the server back online as quickly as possible. Owens says, "Generally, hard drive manufacturers will offer an 'advanced warranty exchange' type program, wherein they will ship the customer a brand-new hard drive directly

and give the customer 15 (or 30) days to return the defective unit. This gives the customer plenty of time to have the data recovered and the defective unit returned to the manufacturer."

In the end, hard drives are relatively cheap these days. Recovering irreplaceable data from a crashed drive most likely offers a much higher value to the company than the price of replacing the hard drive. When push comes to shove, voiding the warranty and eating the cost of a new drive is worth it to recover your existing data. But if you follow the steps outlined here and communicate with the hardware vendor to find out what its policies are, you can have your cake and eat it too. **P**

Do Your Homework

Before you let a data recovery company recover your data from a crashed drive, make sure you consider these factors, or you may risk voiding your hardware warranty:

Check with the hardware vendor to find out if it offers an advance warranty exchange program to get you a replacement drive and get your server back online while you work on recovering your data.

Contact the hardware vendor to find out if there are any accepted or recommended data recovery companies that you can use to retrieve your data without voiding your warranty.

Do your own research into the available data recovery companies to make sure you choose a reputable company you can trust to successfully recover your data.

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When Sight & Sound Meet The Network

The Convergence Of AV & IT

by Sandra Kay Miller

THANKS TO TOOLS such as videoconferencing, Webcasting, and streaming media presentations, audiovisual technologies are becoming tightly integrated with networks at small to midsized enterprises. These tools are gaining ground in a number of arenas—government and military, education, churches, health care, events—in addition to traditional SMEs.

There was once a time when most organizations maintained separate IT and AV departments, and smaller companies delegated the acquisition of AV equipment to the department most likely to be using it. However, when AV equipment began attaching to and broadcasting over the corporate network, IT stepped in. In a study conducted by Wainhouse Research, senior analyst and partner Andy Nilssen writes, "Web conferencing user practices and preferences are changing as their adoption shifts from individual departments to an enterprise-wide business tool."

Despite the usual interdepartmental turf wars, involving IT in AV purchasing decisions offers a better perspective on available technologies. When the training department at Elixir Technologies, a printing software company in southern California, decided to purchase a Webcasting system to conduct online training so it could reduce travel expenses, its IT department quickly stepped in and suggested a newly launched company, WebEx, a provider of hosted and in-house AV solutions. That was six years ago and to date, the training department still has not spent close to the cost of the originally proposed in-house system.

Additionally, Elixir reduced interdepartmental conflicts over resources: Now its marketing and development teams can simultaneously take advantage of

Webconferencing services without waiting for the availability of AV equipment.

Online Services

Going online with services lets SMEs select options to fit their specific business needs. Most services offer a plethora of features in addition to online presentation abilities: shared desktop, Web browsing, instant messaging, remote control and viewing, virtual white board, and file transfers, to name a few.

One thing that makes online Web and videoconferencing so appealing to IT is the security factor. "I don't want marketing punching a hole in my firewall for their videoconferencing equipment and applications," says Tony Chan, an IT worker at Elixir. By using an online service, the security of the corporate firewall can be main-

tained while users conduct presentations and training sessions online.

Another big plus is the simplicity of most online video and Webconferencing software, which reduces the need to provide technical intervention to less AV-savvy employees.

The Migration To In-House

The strongest business case for using services such as WebEx may be that it offers both hosted and in-house solutions, giving customers the flexibility to switch from one to the other. Although increasing numbers of businesses are starting to shift from hosted to in-house, analysts say the trend has some maturing to do: Wainhouse Research reports that only 12% of its respondents expected to switch from a hosted to in-house solution in 2005. Wainhouse's Nilssen

attributed this to the fact that organizations are still wary of the impact that bringing AV in-house could have on their IT and telecom services.

But there are good reasons to make the switch. One factor moti-

for communication within an office instead of communication with outside clients. The primary concern again is security. IT doesn't see the need for private company information to traverse the firewall twice in order for it to hit the hosting company's server and bounce right back to the cubicle down the hall. Besides security, the increased traffic on telecom resources can take a toll on the corporate network's overall performance.

Microsoft's Live Communication Server has been gaining ground when it comes to in-house AV support. With its ability to stream video, provide secure instant messaging, and integrate

The strongest business case for using services such as WebEx may be that it offers both hosted and in-house solutions, giving customers the flexibility to switch from one to the other.

Finding What Works Best

Should you go with hosted services or in-house equipment? Here are some sources for both options.

COMPANY	DESCRIPTION	SERVICE OR IN-HOUSE?
WebEx www.webex.com	Provides full-service Webconferencing, including specific applications for training, support, sales marketing, and events.	Both
MegaMeeting www.megameeting.com	Video and Webconferencing services.	Both
ePop www.wiredred.com	Full-featured, multiparty videoconferencing software.	In-house
WebInterpoint www.infiniteconferencing.com	Browser-based affordable Webconferencing service meetings and presentations for unlimited participants.	Service
Live Communication Server www.microsoft.com	Real-time collaboration software that integrates with MS Office applications.	In-house
AVCon www.avstream.com	Easy-to-use desktop software that enables anyone with a PC and a camera to initiate and/or participate in a one-to-many videoconferencing session.	In-house
MIRIAL Videoconferencing www.dylogic.com	MIRIAL is the first third-party AV software endpoint that supports Microsoft Office Live Communication Server with Digest, Kerberos, and NTLM authentication.	In-house

vating companies to bring AV in-house is the matter of what happens when hosted services serve as a tool

with other Microsoft applications, many IT departments are staying with the mega-vendor instead of choosing a third-party solution.

VoIP Is Muscling In

VoIP is beating down the door to bring AV into the enterprise at a new and more personal level. By combining telecom and video delivered over the network, IT has no choice but to become entrenched in AV technologies.

Although it remains to be seen whether videophones will actually become a standard on desktops, VoIP videophone vendors such as Cisco, Viseon, and Packet8 are betting on it. The big drawback at this point is the lack of interoperability among videophone vendors. That means that Packet8 users can't dial up a Viseon user and videoconference over a VoIP connection. While there are a few videophone vendors whose products interoperate, there isn't a fully compliant standard for video phones as of yet.

SMEs are increasingly incorporating AV into their IT services—whether in the form of a hosted service or an in-house solution—to better support their business. With VoIP on the horizon, the business case for everyday use of AV is becoming stronger.

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Internet Content Filtering

Virtual Booth 3918 • Virtual Product 1791

XML Security Gateway

Virtual Booth 3825 • Virtual Product 1619



The **XS40 XML Security Gateway** is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.

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Sensitive Content Protection

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Internal Network Security

Virtual Booth 3890 • Virtual Product 1753

Proxy Appliance

Virtual Booth 3751 • Virtual Product 1517



The **ProxySG 800** provides total visibility and control over all Web communications. Based on a custom object-based OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:

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- Bandwidth Management
- P2P Control
- Instant Messaging Control
- Web Virus Scanning
- Web Proxy
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Internet Filtering Appliance

Virtual Booth 4087 • Virtual Product 2050



- Fast, scalable and easy to install
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OEM Security Platform

Virtual Booth 3414 • Virtual Product 1245



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- An on-board low-power VIA Eden 400MHz CPU
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- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
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Security Solution

Virtual Booth 4102 • Virtual Product 2072

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Special Features

- Regain and retain control during attacks
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- Customize and configure the deployment to meet the specific requirements of their environments



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Professional IT Associations

What Do You Get Out Of Membership?

by Chris A. MacKinnon

IT PROFESSIONALS HAVE a myriad of resources to choose from when it comes to professional IT associations. There is a smorgasbord of associations available, offering many different resources and opportunities in IT education, networking opportunities, information security, and the like. Most associations offer core resources to association members, such as the opportunity to collaborate with other members and attend annual conferences and other related events. But is a subscription to all or any of these associations necessary? And is it worth the time and dues to join?

On Membership

Allen Z. Miller, senior vice president of global affairs for ITAA (Information Technology Association of America), definitely sees value in joining professional IT associations. He says, "Joining a professional

IT association provides excellent networking opportunities. Companies often partner with each other to bid on large, complex procurements. Associations provide the opportunity for companies to get to know each other and develop relationships that ultimately lead to partnerships and other business arrangements. Getting in the loop also increases corporate visibility. Associations conduct programs and meetings with key private sector and government procurement officials that provide visibility of the association members to these officials."

Among other key member benefits, Miller deems business intelligence and the public policy process as valuable aspects of belonging to an association. He says that associations have access to timely procurement information and can circulate this information to association members. The association can then mediate with government officials to act on behalf of members regarding inappropriate procurement processes and difficult terms and conditions. Associations can also act in support of members and the IT industry to assure that public policies are favorable to the industry. In turn, this

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assurance translates into confidence for members, as favorable laws, regulations, and policy decisions impact the ability of companies to do business.

The Lineup

Let's take a look at some of the more prominent professional IT associations that exist today.

ISSA (Information Systems Security Association). This is a not-for-profit, international organization of information security professionals. The ISSA offers educational forums, online publications, and networking opportunities that enhance the knowledge, skill, and professional growth of members. The cost to join for general members is \$95 annually (plus chapter dues), or \$115 (plus chapter dues) for organizational members belonging to private companies. General members include professionals responsible for information systems security in the private or public sector.

ICCA (Independent Computer Consultants Association). The ICCA is a not-for-profit trade organization which exists to elevate the quality of the computer consulting industry. The ICCA's mission statement supports the success of independent computer consultants in providing professional services to their clients. The association represents a plethora of IT consultants who provide support, training, strategic planning, and business analysis services. Membership in the ICCA is by firm, with memberships ranging in three different categories: one-person, two- to nine-person, and 10+ person firms. ICCA dues are based on firm size.

January 7, 2005

AFCOM (Association for Computer Operations Management). AFCOM is an association that exists to make life easier for data center professionals. AFCOM offers conferences and expositions, *DCM* magazine (a publication for data center managers, dedicated to bringing original content for and about the data center). AFCOM also offers an online resource center, which is an extensive collection of knowledge and technology in the world of data center management. Membership fees include a one-year individual membership for \$235, a one-year site membership for \$565, or a one-year corporate membership for \$940.

CompTIA (Computing Technology Industry Association). This association almost needs no introduction. CompTIA is an association dedicated to the growth of the IT industry. The association includes approximately 20,000 members in 102 countries. CompTIA also serves the IT industry as a developer of vendor-neutral IT certification exams. Membership types include manufacturers, distributors, and associates. Depending on annual gross sales revenue, companies can expect to pay \$750, \$5,000, or \$10,000.

The Moral

Juhan Sonin, hiring manager at MITRE, has an interesting perspective on joining professional associations. Sonin says, "Understanding the technical and social landscape that surrounds one's field is a key responsibility. Colleagues and co-members provide valuable insight into lessons learned, strategy, business and design patterns, and new research and techniques. Growing your brain, and life-long learning and education, is the chewy center of professional associations. If we're not feeding ourselves regularly with industry news and current research and trends, along with developing new ideas, we're in trouble."

Jim Watkins, president of ICCA, says it is definitely worth it to join associations such as the ICCA. He says, "If you are currently an IT manager working for a company, then you would look to the ICCA for two reasons: You are either looking to change careers or looking for IT professionals with a variety of skill sets to make you look good."

Watkins says most association members use their co-members as a resource when they run into a tricky problem that cannot be solved with in-house staff. The ICCA offers 1,000 members nationwide with a wide variety of skill sets who offer their services publicly.

The moral of the story is this: You don't have to subscribe to each and every association out there, but you should further investigate the ones that are tailored to your specific data center or IT manager needs. Becoming a member of a professional IT association certainly won't hurt; if anything, it will put you ahead of your game and keep you sharp. □

Organizations For IT Professionals

IT workers who want to beef up their professional skills and contacts through membership in a trade association have a lot of options. Here's a look at some of the major groups.

ASSOCIATION	WHAT IT DOES	CONTACT INFORMATION
AITP (Association of Information Technology Professionals)	The AITP offers opportunities for IT leadership and education through partnerships with industry, government, and academia. The association provides members with quality IT-related education, information on relevant IT issues, and forums for networking with experienced peers and other IT professionals.	wwwAITP.org (800) 224-9371
ICCA (Independent Computer Consultants Association)	The ICCA is a not-for-profit trade organization whose purpose is to elevate the quality of the computer consulting industry. The ICCA represents a wide variety of information technology consultants who provide consulting, implementation, support, training, strategic planning, and business analysis services.	wwwICCA.org (800) 774-4222
ISSA (Information Systems Security Association)	The ISSA is a not-for-profit, international organization of information security professionals. The association provides educational forums, publications, and peer interaction opportunities that enhance the knowledge, skill, and professional growth of its members.	wwwISSA.org (800) 370-4772
AFCOM (Association for Computer Operations Management)	AFCOM is an association for data center professionals. AFCOM offers services to help support the management of data centers around the world. The association offers data center managers the latest information and technology through annual conferences, published magazines, research and hotline services, industry alliances, and more.	wwwAFCOM.com (714) 997-7966
CompTIA (Computing Technology Industry Association)	CompTIA's goal is to provide a unified voice, global advocacy, and leadership, as well as to advance industry growth through standards, professional competence, education, and business solutions.	wwwComptia.org (630) 678-8300

Intrusion Prevention System

Virtual Booth 3640 • Virtual Product 1197



UnityOne 2400 - Top Rated IPS - NSS Gold

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Intrusion Prevention System

Virtual Booth 3637 • Virtual Product 1189



Intrusion SecureNet Intrusion Prevention & Detection

- Safeguard your data center from unauthorized access
- Stop malicious activity before it effects uptime
- From 10Mbps up to Gigabit performance
- Centrally managed for low TCO
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Network Security System

Virtual Booth 3849 • Virtual Product 1648



MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis

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Intrusion Prevention

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Secure Content Management

Virtual Booth 3957 • Virtual Product 1871

OptiMIP™ Network Appliance



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- Secure wireless networks from attacks, unauthorized access
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Encrypted Ethernet Tunnel

Virtual Booth 4176 • Virtual Product 2180



- Two Ethernet ports: 10BaseT, 10/100BaseT
- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections

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3Gbps Application Security

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Antivirus Firewall

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Secure Content Management

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OptiMIP™ Network Appliance



- Eliminate network abuse and misuse
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Encryption Appliance

Virtual Booth 3888 • Virtual Product 1751



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Encrypted Ethernet Tunnel

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- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections

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Virtual Booth 3894 • Virtual Product 1760



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e-Gap SSL VPN

Virtual Booth 3652 • Virtual Product 1207



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Upcoming IT Events

- JANUARY -

Macworld Conference & Expo
Jan. 10-14, 2005
Moscone Center,
San Francisco, Calif.
www.macworldexpo.com

WCA International Symposium & Business Expo
Jan. 12-14, 2005
Fairmont Hotel, San Jose, Calif.
www.wcai.com/event/05/ts11gen.htm

Florida Educational Technology Corporation Conference 2005
Jan. 26-28, 2005
Orange County Convention Center,
Orlando, Fla.
www.fetc.org/fetc2005

- FEBRUARY -
Call Center Demo & Conference
Feb. 1-2, 2005
Hotel InterContinental, Dallas, Texas
www.ccdemo.com/ccc

VoiceCon 2005
Feb. 7-10, 2005
Walt Disney World Dolphin Hotel,
Orlando, Fla.
www.bcr.com/voicecon

Southern California Linux Expo
Feb. 12-13, 2005
Los Angeles Convention Center,
Los Angeles, Calif.
www.socallinuxexpo.org

CompTel/ASCENT Spring 2005 Convention & Expo
Feb. 14-17, 2005
Morial Convention Center,
New Orleans, La.
www.comptelascent.org/events/new-orleans/index.html

LinuxWorld Conference & Expo
Feb. 14-17, 2005
Hynes Convention Center,
Boston, Mass.
www.linuxworldexpo.com

RSA Conference 2005
Feb. 14-18, 2005
Moscone Center,
San Francisco, Calif.
2005.rsaconference.com/us

Search Engine Strategies 2005 Conference & Expo
Feb. 28-March 3, 2005
Hilton New York, New York, N.Y.
www.jupiterevents.com/sew/winter05

- MARCH -
RFID World
March 1-3, 2005
Gaylord Texan Resort, Dallas, Texas
www.shorecliffcommunications.com/rfid05

Premier 100 IT Leaders Conference
March 6-8, 2005
JW Marriott Desert Ridge Resort,
Scottsdale, Ariz.
www.premier100.com

Network Storage Conference
March 7-9, 2005
Embassy Suites Hotel,
Milpitas, Calif.
www.networkstorageconference.com

Help Desk Institute Annual Conference & Expo
March 7-10, 2005
Venetian Resort, Las Vegas, Nev.
www.thinkhdi.com/trainingEvents/annualConference

Spring 2005 VON Conference & Expo
March 7-10, 2005
San Jose Convention Center,
San Jose, Calif.
www.pulver.com/von/index.html

PC Forum
March 20-22, 2005
Fairmont Scottsdale Princess,
Scottsdale, Ariz.
www.edventure.com/pforum/venue.cfm

Server Blade Summit 2005
March 22-24, 2005
Marriott Hotel,
Santa Clara, Calif.
www.serverbladesummit.com

SRM Rides Boldly Into The Future

Technologies Shaping Tomorrow's Storage Resource Management

by Christian Perry

LIKE MOVING A MOUNTAIN, efficiently handling complex storage environments presents a seemingly insurmountable challenge for many companies. Managing complex tiers of varied technologies, provisioning heaps of man hours for tuning, provisioning equipment, and performing efficient backups often combine to wreak havoc on efforts to build a strong storage strategy, but the good news is that future technologies should ease the burden.

On the operating system front, Microsoft recently revealed that the next version of Windows Server 2003, dubbed R2 (Release 2), will include tools for storage resource management. Due in October 2005, R2 will let admins handle directory quota management, which keeps tabs on available resources, as well as generate storage reports and handle file screening information. A new version of Windows Storage Server is also in the works, featuring new file replication, compression, and SAN management features.

As storage environments continue to grow in size and complexity, Windows Server products remain attractive options, but with Longhorn looming, we're beginning to see major storage-related changes ahead in the OS area.

WinFS, Microsoft's future storage engine, bolsters the standard file system with indexing and streaming, allowing enhanced abilities to organize information from varied sources. The new technology also improves file searching and sharing, qualities that could significantly boost optimization in the storage model. Unfortunately, Microsoft recently announced it will not include WinFS with Longhorn or Longhorn Server, but instead as part of Longhorn R2, which is estimated for release in 2008.

The OS remains just a single piece of the puzzle, leaving companies to tackle varied technologies from different vendors in an attempt to build a complete infrastructure. One current initiative that seeks to simplify the management of these disparate products is the SMIS (Storage Management Interface Specification), a vendor-neutral API for discovering, monitoring, and managing storage devices.

"SMIS helps us from a development perspective, because now we're developing for one common standard," says Ray Chew, director of BrightStor Storage Management at Computer Associates. "It simplifies things and reduces costs. At the same time, the end users realize what it is. Now they know that everybody's writing to one specification."

According to Chew, it's difficult to analyze current and future needs when assembling information from a mix of different products and technologies. But SMIS should help to make that analysis easier in the future, as will end-to-end systems from single vendors, which Chew also views as imminent.

"SMIS helps us from a development perspective, because now we're developing for one common standard."

- Ray Chew, director of BrightStor Storage Management at Computer Associates

Jim Franklin, product marketing manager at EMC Software, agrees that SMIS will allow administrators to manage their equipment from a centralized approach.

"Let's say I currently have to know English, Chinese, French, and Spanish in order to talk

Top 5 Vendors, Worldwide Storage Software Revenue, Third Quarter 2004

(Revenues are in millions)

Vendor	3Q04 Revenue	Market Share	3Q03 Revenue	Market Share	Revenue Growth 3Q04/3Q03
EMC(*)	\$608	31.8%	\$495	30.9%	22.7%
Veritas	\$415	21.7%	\$368	23.0%	12.7%
Computer Associates	\$169	8.8%	\$131	8.1%	29.1%
HP	\$146	7.6%	\$112	7%	30.2%
IBM	\$136	7.1%	\$134	8.3%	2%
Others	\$438	22.9%	\$364	22.7%	20.2%
All Vendors	\$1,911	100%	\$1,604	100%	19.1%

(*) EMC figures reflect the combined results of EMC and Legato

SOURCE: IDC WORLDWIDE QUARTERLY STORAGE SOFTWARE TRACKER, 3Q04, DEC. 13, 2004

to all of my arrays," Franklin says. "This way I have a universal language. I only have to work with one."

As efforts such as SMIS help to shape the future philosophy behind SRM, several technologies are also currently gaining steam and look to deliver big impacts on storage in the coming years. One of them is iSCSI, which lets enterprises perform data transfers over IP networks through the use of SCSI commands. Franklin notes that iSCSI will be particularly attractive to companies seeking price-sensitive,

SRM No Stranger To Challenge

Enabling successful storage resource management entails a host of potential roadblocks, particularly as technologies broaden in scope, size, and price. Here's a look at what the typical storage architect faces.

- Plan for, support, and tune disparate products and technologies from multiple vendors, some of which aren't necessarily compatible
- Allocate future storage without a complete, accurate picture of current demands and future projections
- Find proper balance when tuning disk systems of different sizes and performance
- Integrate storage strategies with complex in-house management practices
- Link new storage technologies with aging products already in use

yet highly functional solutions. Thanks to iSCSI's ability to operate over standard TCP/IP links, companies will have an easier time building and managing their SANs than they would using Fibre Channel.

"SMIS helps us from a development perspective, because now we're developing for one common standard."

- Ray Chew, director of BrightStor Storage Management at Computer Associates

Another promising technology is CDP (continuous data protection), which implements a complete backup each time a change is made. This architecture allows a company to completely recover at any time based on individual transactions, so even tiny changes will be available. Because data recovery requires only seconds, huge advantages exist over traditional backup methods. Companies such as Menocino Software, Microsoft Revivio, Xosoft, and others have already brought CDP from vision to reality, and those efforts should continue in full force in the coming years.

Storage managers will also be keeping a close eye on grid storage, which eschews centralized storage for distribution across systems and networks that are self-contained and can communicate directly with each other. The use of this model allows greater utilization of previously wasted resources and easier maintenance because the network can deliver redundancy across connected nodes.

Other technologies and methodologies are also in the storage pipeline, but Chow suggests that in the coming years, it might be prudent to look at how SRM will impact other storage technologies, instead of how technologies will impact SRM. In the end, however, SRM will remain an integral part of successful storage implementation.

"The SRM capabilities that all the different vendors provide will be used to the point where they touch all the different facets of storage," says Chow. "SRM provides you visibility. It provides you with insight into what you have so you can do a better job of backing it up, protecting it, and replicating it. Without that insight, and without SRM, it's like you're driving at night without the headlights on."

What's Next ?

Beyond Dual Core

PROCESSOR MAKERS such as Intel and AMD have recognized the difficult challenges involved in accelerating chip clock speeds to 4GHz and beyond. Even though such speeds are possible, the extreme power and heat issues resulting from such speeds make such single-threading chips difficult to manage in the PC. Chipmakers are setting their sights on dual-core processors, placing two processor chips on the same die. This allows for additional execution threads as an alternative means of boosting performance without imposing excessive power or cooling requirements on the host system.

Intel and AMD both plan to introduce dual-core processors in

2005, but chips with four, eight, 16, and even more cores may not be too far off. Intel researchers are even examining the potential for chips with hundreds of cores for high-end server and supercomputer applications. Analysts expect dual-core volumes to be small in 2005, but 70% of desktops and notebooks (and 85% of servers) will employ dual-core processors by late 2006. Because WinXP already supports two processors and many desktop applications are tweaked for Hyper-Threading, software support for these emerging processor architectures is not expected to be a serious limitation to adoption for the end user.

Straining For Performance

ALTHOUGH CHIPMAKERS are no longer focusing on raw clock

speed, they readily turn to improved materials and manufacturing techniques for better chip performance. Intel already uses strained silicon in its manufacturing processes. By carefully arranging silicon atoms, transistors can be made to switch faster, leading to better speeds or lower power demands.

IBM and AMD have developed a new method of straining silicon that is cheaper and easier than the methods currently used by Intel. Dubbed DSL (for Dual Stress Liners), IBM and AMD plan to move the technique from their 130nm line to their 90nm production processes early in 2005. They expect the technique to boost chip performance by about 24%. However, the process is far less intrusive than Intel's current

techniques, so AMD expects its overall chip yield to remain about the same, resulting in even more cost-effectiveness.

Conference Calls Losing Focus

TELECONFERENCING HAS long been an important tool for remote workers and telecommuters, letting employees participate in company meetings and other collaborative efforts without a lengthy journey to the office. But as work demands expand and the line between home and work life continues to blur, research is showing that a majority of participants do not always offer their full attention during a teleconference.

A new survey from Raindance Communications indicates that 90% of participants are distracted

away from the conference at one point or another, with 69% searching for the materials that are being discussed. In other cases, participants are distracted by activities that are not related to the conference, such as checking/sending email, searching the Web, eating, changing clothes, or even muting the call and talking with others.

Conferences that are longer and more general increase the likelihood of participant distractions, so short and specific teleconferences tend to yield the best results. Videoconferencing is emerging as a popular alternative to more traditional audio conferencing, allowing participants to see each other and thus discouraging nonwork-related activities during the conference. □

WHAT'S HAPPENING

Meeting The Burden Of Data

Companies Often Cannot Find Data Needed By Regulators Or During Litigation

by Stephen J. Bigelow

...

CONSIDER THE VALUE of information. Customer lists, vendor information, Web presence, sales records, email, and instant message logs are just some of the data that today's corporations store. Larger volumes of data are also being archived over the long term. Data storage goes beyond a desire for "good business" practice. In many cases, the escalating need for data storage is prompted by increased government regulations and attention from watchdog groups. But it's not enough to simply store the data. Companies must be able to locate and produce information at the request of government or when preparing for litigation. Unfortunately, few companies are adequately

efficient mechanism for locating specific pieces of sensitive data demanded by regulators or discovery requests. He says that IT staffs are often tasked with extremely cumbersome data recovery, disrupting routine activities. "Businesses today are faced with ever-increasing pressure to manage business information as a record. They must also be able to search and produce this information rapidly upon request from regulators or in the midst of litigation. In the absence of tools that were purpose-built for this type of discovery, IT departments have been burdened with unplanned and very expensive projects to harvest this data from backup systems that are entirely inadequate to meet the demands of these government regulations and discovery requests."

A new generation of software tools is emerging to help IT staff manage and access regulatory compliance and litigation support tasks.

prepared to find potentially sensitive data in a timely fashion, potentially exposing a business and its officers to civil and criminal actions.

IT In The Crossfire

According to Mike Gundling, senior vice president of product management at iLumin Software Services, government regulations are placing a significant burden on today's businesses. Storage and archiving projects are certainly well within the scope of competent IT staff, but there is frequently no

A big part of the problem is that there are few (if any) storage and retrieval standards to meet the range of regulatory and legal issues that a corporation may face. When trouble strikes, IT staffs are often left scrambling to mine a mountain of data. Storing data just isn't enough, says Gunderson. "Firms must have data retention policies and discovery tools that support their regulatory obligations. The specific obligations vary by industry and by corporate culture. But there is no doubt that more and more firms today are retaining

more data for longer periods than ever. And they need better tools for high volume searching and rapid production against these large repositories."

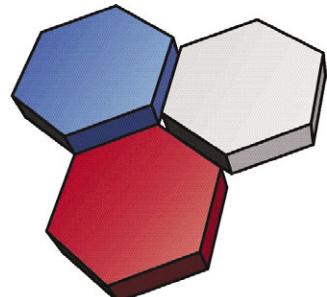
Truth Or Consequences

When regulatory compliance is investigated or legal discovery is started, a firm must respond to such requests for germane data in a timely fashion. Steve Lilley, senior vice president of data migration and discovery services at iLumin Software Services, says that IT departments are often ill-prepared for such efforts. "Most traditional IT professionals do not completely understand the litigation process or how

legal significance of relevant data and how to extract it in the most efficient way."

In Gundling's opinion, the importance of proper data storage and adequate access cannot be overstated. Companies that fail to maintain (or cannot access) their data as required by law can face dire consequences. "The sanctions themselves include such Draconian consequences as de-listing of a public company and civil and criminal actions against the firm and its executives." But there are even more profound issues. "When we consider the public image of the firm and the investor confidence, it's clear that the very preservation of the firm is at stake. Fines and other penalties are dwarfed

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to process data for discovery purposes. Commercial IT departments are more focused on running the day-to-day activities of an organization." There are many ways to address data extraction. "This depends on how an organization is 'set up' for litigation. If they do not have a system in place or a litigation support team, they oftentimes will employ a third-party vendor," says Lilley. "The result is that the law firm will hire a vendor, process the data, and charge the organization for the service."

One key to success, says Lilley, is adequate experience. Without the proper mechanisms in place, dealing with legal or regulatory issues can be treacherous ground for even the best technical staff. "I have seen organizations try and handle the litigation in-house without the appropriate professional staff or equipment. This obviously prolongs the process and ends up being more expensive in the long run. Also, nine times out of 10, the data is not processed correctly and needs to be reproduced." Lilley notes that IT staff can vastly improve a company's response to such issues by preparing for potential responses in advance: "The challenge is to convince an IT department to be proactive from a litigation standpoint. Being creative in terms of managing litigation is key. Each matter is different and has different challenges. It is important to educate the IT staff of the

by larger issues surrounding the reputation and standing of the firm," says Gundling.

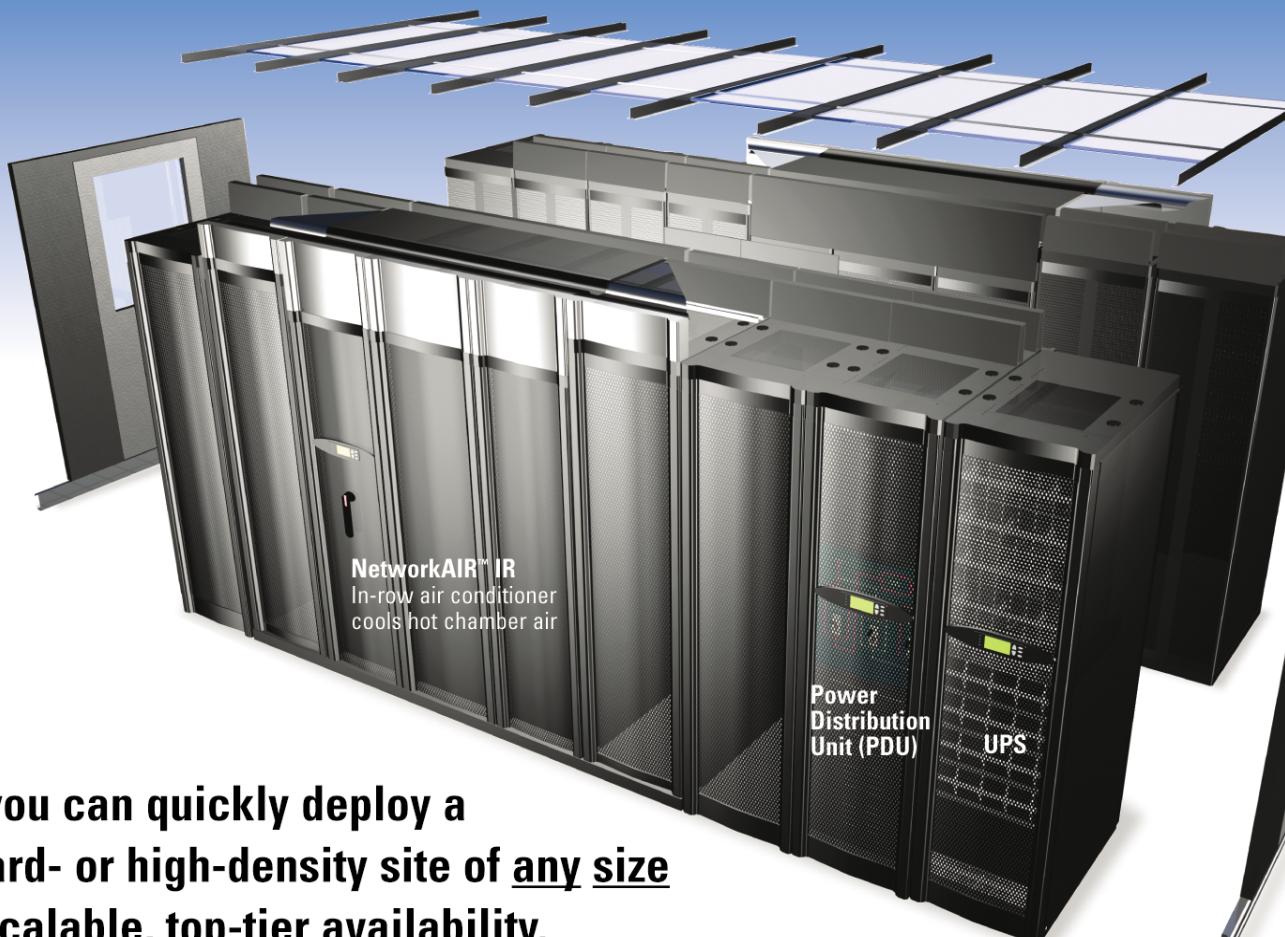
Improved Tools

A new generation of software tools is emerging to help IT staff manage and access regulatory compliance and litigation support tasks. Gundling points to iLumin's Assentor Enterprise as one emerging solution for archiving, regulatory compliance, corporate supervision, mailbox management, and discovery and litigation support for corporate email systems. "Via the Assentor Discovery module, firms are able to investigate the message archives and create a workflow solution around the litigation support process. Assentor Compliance allows companies to monitor and supervise the inbound, outbound, and internal electronic communications."

Regulation and litigation are changing the way that companies manage and protect their data, a process that will continue to change business in the years ahead. Gundling notes, "The trend is clearly towards greater transparency of corporate processes and information disclosure as exemplified by Sarbanes-Oxley. The trend continues, and while it evolves differently for various industries, the general change for all firms is that they can no longer afford to operate without records management policies or destroy information that represents material business records." □

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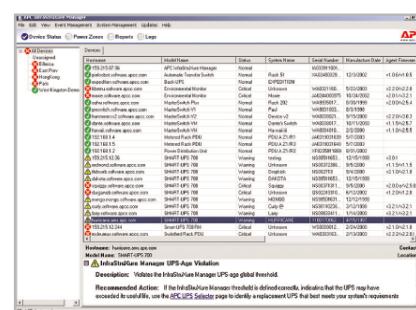
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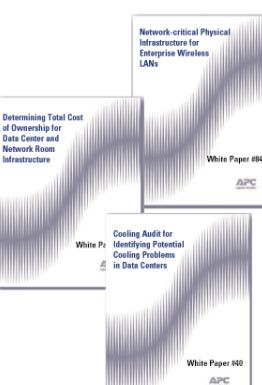
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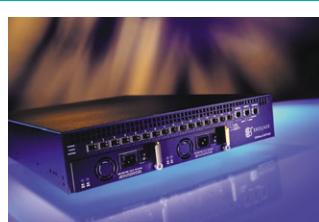
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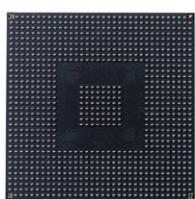
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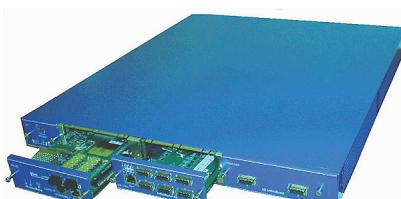
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FC-to-SCSI Bridge

Virtual Booth 3814 • Virtual Product 1659



The **ATTO FibreBridge™** line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save money.

ATTO

ATTO Technology, Inc.

155 CrossPoint Parkway
Amherst, NY 14068
Phone: (716) 691-1999
Fax: (716) 691-9353
WEB SITE: www.attotech.com
EMAIL: sales@attotech.com

iSCSI-To-SCSI Bridge

Virtual Booth 3814 • Virtual Product 1663



ATTO iBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magneto-optical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iBridge products are available in three versatile form factors for ease of integration.

ATTO

ATTO Technology, Inc.

155 CrossPoint Parkway
Amherst, NY 14068
Phone: (716) 691-1999
Fax: (716) 691-9353
WEB SITE: www.attotech.com
EMAIL: sales@attotech.com

Ultra320/HVD SCSI Cnvrtr

Virtual Booth 3859 • Virtual Product 1674



- Convert Between All Versions of LVD/MSE/SE/HVD
- Extend LVD/MSE/SE/HVD Bus Length
- Isolate HVD Segments of a SCSI bus
- Standalone and Board-level Versions
- Targets & initiators located on both sides of expander
- Backward-compatible with older versions of SCSI
- Does not consume a SCSI ID

PARALAN

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San Diego, CA 92111
Phone: (866) 447-6292
Fax: (858) 560-8929
WEB SITE: www.paralan.com
EMAIL: scsi@paralan.com

ESCON® to Bus/Tag Converter

Virtual Booth 3827 • Virtual Product 1623



Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. **ESCON** is a registered trademark of IBM Corporation.

700 Pleasant Valley Drive
Springboro, OH 45066-0848
Phone: (800) 953-4773
Fax: (937) 704-0101
WEB SITE: www.opticatech.com
EMAIL: sales@opticatech.com

SAN VPN Solution

Virtual Booth 4132 • Virtual Product 2106



NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (synchronous mirroring, SAN to SAN inter-connect) between sites in a Metropolitan Area Network. SAN VPN is the first appliance to provide wire-speed Fibre Channel link encryption and compression and order to secure SAN extension applications w/out any change to storage application or devices.



1655 McCarthy Blvd.
Milpitas, CA 95035
Phone: (408) 473-1300
Fax: (408) 473-1301
WEB SITE: www.neoscale.com
EMAIL: sales@neoscale.com

Processor.com**Industrial Ethernet Switch**

Virtual Booth 3795 • Virtual Product 1564



EtherDevice™ Switch EDS-508 Series
Industrial 8-Port Managed Redundant Ethernet Switch
• -40 to 75 degrees C Temperature
• Turbo ring with 300 ms fast recovery time
• Tagged VLAN supported for network security
• QoS Prioritization for determinism
• IGMP Snooping for multicast traffic filtering



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Phone: (714) 528-6777
Fax: (714) 528-6778
WEB SITE: www.MoxaUSA.com
EMAIL: info@MoxaUSA.com

Secure Ethernet Switch

Virtual Booth 3789 • Virtual Product 1781

**Contains powerful authentication and CoS capabilities at industry-leading prices**

The IntraCore 36000 Series of Layer 2 Gigabit Ethernet switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.

2223 Old Oakland Road
San Jose, CA 95131
Phone: (408) 435-8388
Fax: (408) 435-7511
WEB SITE: www.asante.com
EMAIL: sales@asante.com

**Gigabit Managed Switch**

Virtual Booth 4065 • Virtual Product 2022



HotBrick GigaBrick 2600 Layer 2 Managed Switch
The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.



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Miami, FL 33166
Toll Free: (866) 468-2742
Fax: (305) 594-4442
WEB SITE: www.hotbrick.com
EMAIL: sales@hotbrick.com

GBIC Modules

Virtual Booth 3683 • Virtual Product 1250



Transition Networks' GBIC transceiver is a plug-in module and it is hot-swappable. It allows for seamless integration of fiber with copper LAN connections wherever GBIC interface slots are available.

- Laser Class 1 Product
- Compliant with 802.3z 1000BaseSX; 1000Base LX
- Plug-and-Play module
- Hot-Swappable
- TTL Logic Interface



6475 City West Parkway
Eden Prairie, MN 55344
Phone: (800) 526-9267
Fax: (952) 941-2322
WEB SITE: www.transition.com
EMAIL: sales@transition.com

LAN Bypass Function

Virtual Booth 164 • Virtual Product 2160



- Fail-safe data transmission achieved by linking inbound & outbound network even when hardware or software fails
- 1GHz VIA Eden Low Power CPU
- Four 10/100Mbps Ethernet Ports
- 256MB Memory & Integrated VGA with 8MB Memory
- Mini PCI, USB, RS232, Watchdog Timer
- CF Socket, Optional 2.5" HDD Support

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Sunnyvale, CA 94085
Phone: (408) 992-0888
Fax: (408) 992-0808
WEB SITE: www.technoland.com
EMAIL: contact@technoland.com

**Telephony Appliance**

Virtual Booth 4038 • Virtual Product 1978



Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS



2730 San Tomas Expressway
Santa Clara, CA 95051
Phone: (408) 351-7200
Fax: (408) 727-6430
WEB SITE: www.edgewaternetworks.com
EMAIL: sales@edgewaternetworks.com

Telephony Appliance

Virtual Booth 4038 • Virtual Product 1977



Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



2730 San Tomas Expressway
Santa Clara, CA 95051
Phone: (408) 351-7200
Fax: (408) 727-6430
WEB SITE: www.edgewaternetworks.com
EMAIL: sales@edgewaternetworks.com

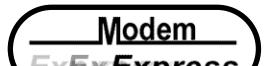
Voice/Fax Over IP Gateways

Virtual Booth 29 • Virtual Product 1761



Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, toll-quality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.

2800 Vicksburg Lane N
Minneapolis MN 55447
Phone: (763) 553-2075
Fax: (763) 553-1964
WEB SITE: www.modemexpress.com
EMAIL: sales@modemexpress.com

**Four-Channel VoIP Gateway**

Virtual Booth 3987 • Virtual Product 1920



EVoIP-4010 is a four-channel VoIP gateway in a rack-mountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.



1200 Abernathy Road
Atlanta, GA 30328
Phone: (770) 512-7174
Phone: (866) 410-3892 Toll Free
WEB SITE: www.i2telecom.com
EMAIL: info@i2telecom.com

VoIP Management Tools

Virtual Booth 3980 • Virtual Product 1994



Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.



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Phone: (301) 846-0020
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WEB SITE: www.qovia.com
EMAIL: sales@qovia.com

VoIP Systems

Virtual Booth 3787 • Virtual Product 1553



The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.

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EMAIL: contact@mandolfo.com

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Turnkey VoIP Solution

Virtual Booth 3970 • Virtual Product 1886

Multiservice Networks

The convergence of voice, video and data is here today. **GTP Voice™** is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. **Our solutions feature:**

- Desktop and wireless LAN IP phones
- Centralized, server-based call processing with Cisco Call Manager
- Integrated voice & email messaging using Cisco Unity
- Gateways to public telephone networks & legacy PBXs
- Automated call distribution & interactive voice response for call centers based on Cisco IPCC Express

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PARTNERS
www.greenwichtech.com

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Phone: (212) 972-6200
Fax: (212) 972-6201
WEB SITE: www.greenwichtech.com
EMAIL: sales@greenwichtech.com

VoIP Solutions

Virtual Booth 3959 • Virtual Product 1874



Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the award-winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.

ALC Services Inc.

2081 E. Division Street
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Phone: (800) 606-1905
Fax: (817) 275-5201
WEB SITE: www.alcservices.com
EMAIL: sales@alcservices.com

VoIP/PSTN Phone System

Virtual Booth 4051 • Virtual Product 1996



\$1,793

TalkSwitch, Centrepoint Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.

CENTREPOINT TECHNOLOGIES

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Phone: 888-332-9322 x 301
Fax: (613) 725-2898
WEB SITE: www.talkswitch.com
EMAIL: sales@talkswitch.com

VoIP Across NAT Firewalls

Virtual Booth 3722 • Virtual Product 1400



PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control

Jasomi Networks
The Network Boundary Experts

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San Jose, CA 95110
Phone: (408) 252-8647
Fax: (408) 437-1201
WEB SITE: www.jasomi.com
EMAIL: sales@jasomi.com

OEM VoIP Appliance

Virtual Booth 1351 • Virtual Product 1763



Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- Low power and fanless 300MHz processor
- On-board compact flash slot for IDE solution
- VGA/ KB/Ethernet/Serial ports/PC-104 expansion
- On-board audio with Mic in, CD in, line-in and line-out

ACROSSER

10564 Progress Way, Unit D
Phone: (714) 827-9938
WEB SITE: www.acrosser.com
EMAIL: sales@acrosser.com

Switched Video

Virtual Booth 4081 • Virtual Product 2043



Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization. The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.

BIGBAND networks

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Phone: (650) 995-5000
Fax: (650) 995-0060
WEB SITE: www.bigbandnet.com
EMAIL: sales@bigbandnet.com

Broadband Wireless Access

Virtual Booth 4079 • Virtual Product 2041



• 5.8GHz frequency band & data rates up to 72 Mbps
• Highest power OFDM radio for NLOS operation
• 400mW output radio extends 5.8GHz ranges to unprecedented distances
• Digital baseband, radio & antenna combined into a single, weatherized outdoor system with PoE support
• Achieves near or non-line-of-sight (NLOS) links
• Wire-speed, secure connections w/AES encryption

SOLECTEK

6370 Nancy Ridge Drive, Suite 109
Phone: (858) 450-1220
WEB SITE: www.selectek.com

San Diego, CA 92121
Fax: (858) 457-2681
EMAIL: info@selectek.com

Last Mile Connectivity

Virtual Booth 3942 • Virtual Product 1835



The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

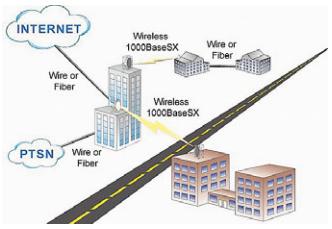
- Data Speeds: up to 1.25 Gbps - from T1/E1 to Gigabit
- Max. distance: up to 4 km (2.5 Miles)
- Multi-Beam Array Tracking along with Automatic Power Control delivers active performance to address changing atmospheric conditions and mount/building movement

LIGHTPOINTE

10140 Barnes Canyon Road
Phone: (858) 643-5200
WEB SITE: www.lightpointe.com
EMAIL: sales@lightpointe.com

Turnkey Wireless Solution

Virtual Booth 3962 • Virtual Product 1878



Ideal Alternative to Multiple T1s or Fiber-Optic

- 6 to 9 months ROI
- 99.99% reliability - Unaffected by weather
- Typically installed within 2 weeks in the USA
- You own the connection - No monthly payments
- Distances up to 40 miles - Bandwidth up to 1000Mbps

ZiBiz

2155 Ocean Avenue, Suite C
Ronkonkoma, NY 11779
Phone: (631) 738-1100
Fax: (631) 738-0035
WEB SITE: www.zibiz.com
EMAIL: wansales@zibiz.com

IP Digital Radio Link

Virtual Booth 3838 • Virtual Product 1635



Velox LE IP
License-exempt carrier class IP backhaul solution, ideal for VoIP and low-latency applications.

- 90Mbps Ethernet
- 2.4 and 5.8GHz bands
- Point-and-click frequency selection
- Scalable bandwidth
- Split configuration and all-indoor options
- Fully SNMP enabled

strateX NETWORKS

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San Jose, CA 95134
Phone: (408) 943-0777
Fax: (408) 944-1625
WEB SITE: www.stratexnet.com
EMAIL: northamerica@stratexnet.com

Embedded Wireless

Virtual Booth 3967 • Virtual Product 1883



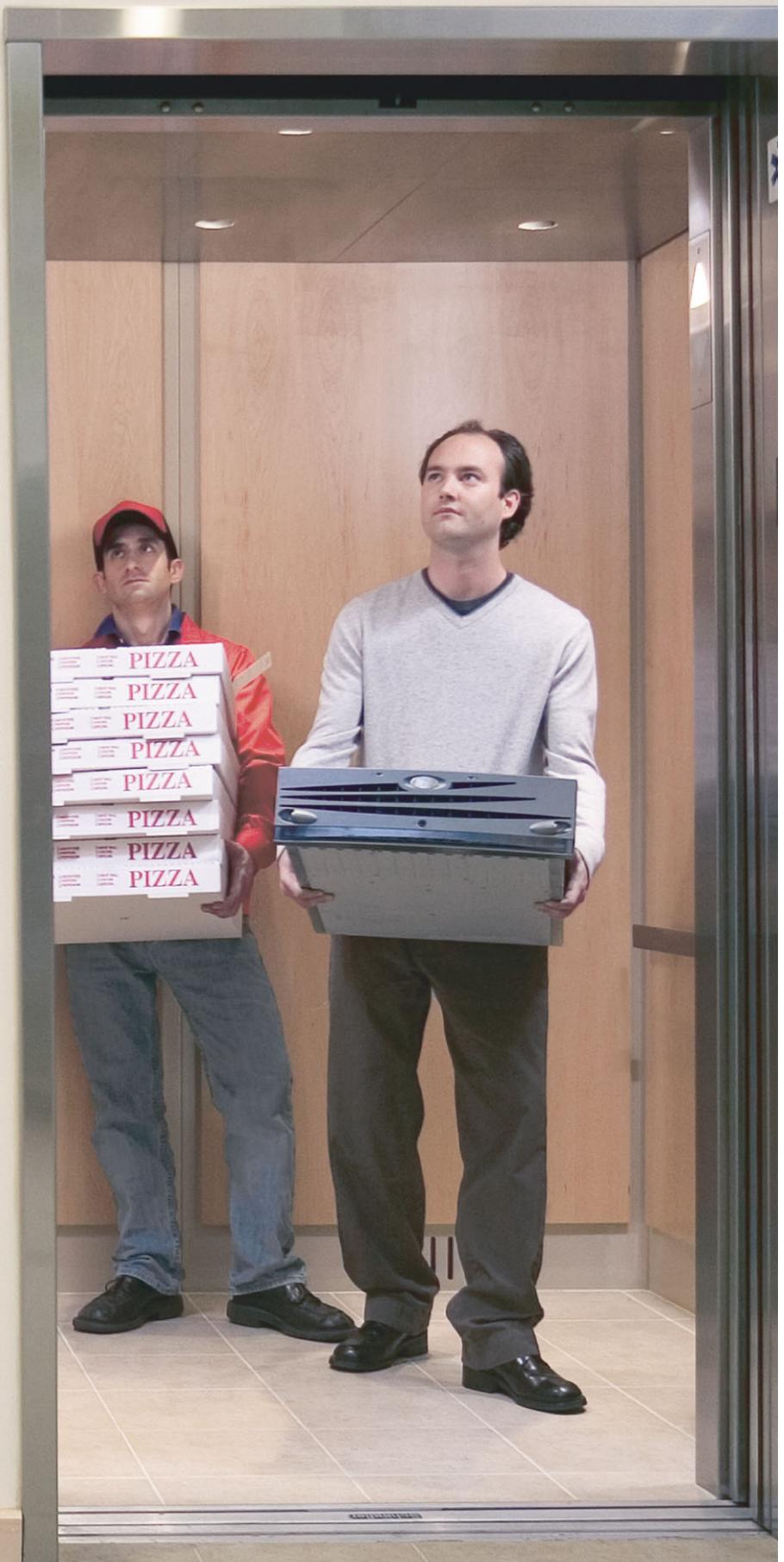

The **EM2420 radio solution** is the ideal, best in class communications product for a wide array of low-cost, power-efficient, low data rate applications. It comprises multiple microcontroller interface, reference designs and the ground breaking **EmberNet embedded networking software**. It is designed to comply with the IEEE 802.15.4 short-range wireless standard and easy over-the-air upgrade.

ember

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Fr: can't afford to
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WLAN Access Point

Virtual Booth 3761 • Virtual Product 1525



BeaconPoint™ dual band-access points provide radio frequency^{RF} coverage anywhere that wireless service is required on the BeaconWorks™ wireless network. BeaconPoint's plug-&-play technology greatly simplifies the installation process, simply plug it into the network and it automatically discovers the appropriate BeaconMasters wireless router and is automatically added to the network.



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Fax: (781) 547-0059
WEB SITE: www.channynetworks.com
EMAIL: sales@channynetworks.com

Wireless Networking System

Virtual Booth 3907 • Virtual Product 1778

**Access/One Network by Strix Systems**

- Mesh Networking: Self-configuring, self-tuning, and self-healing
- True wireless: No wires, even to the Access/One nodes
- Manageable: System level management from a single point
- Secure: Advanced tools to authenticate, encrypt, & monitor
- Modular: Any combo of 802.11a/b/g & Bluetooth



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WEB SITE: www.strixsystems.com

Calabasas, CA 91302
Phone: (818) 251-1099
EMAIL: sales@strixsystems.com

Secure 802.11b/802.11g AP

Virtual Booth 3709 • Virtual Product 1312



- Integrated 802.11b & 802.11g WLAN access point
- Integrated antivirus, firewall, VPN, content filtering & intrusion detection & prevention services to both wireless & wired connections
- Ideal solution for small businesses, enterprise remote offices, retail stores and broadband telecommuter sites



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WEB SITE: www.fortinet.com

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Fax: (408) 235-7737
EMAIL: sales@fortinet.com

Wireless Router

Virtual Booth 2909 • Virtual Product 1273



ZFS1104WE - Wireless 802.11 Router w/ built-in access point and integrated four-port 10/100Mbps switch
Excellent range, Fully backward compatible, Interoperability, Flexibility...more!
802.11b/g/128-bit Encryption/Firewall/NAT/ Web-based Management



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Fax: (626) 810-8799
WEB SITE: www.zonetusa.com
EMAIL: sales@zonetusa.com

Wireless Solution

Virtual Booth 4026 • Virtual Product 2161



eGig's powerful line of Wireless-G products offer speeds 5 times faster than traditional 11b wireless and improved range. Now you can play video, copy files, print, and access the Internet with complete mobility and no wires. They even work with standard 802.11g (up to 54Mbps) and 802.11b (up to 11Mbps) wireless products. For complete networking solutions, contact eGig today.

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Fax: (660) 663-3736
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EMAIL: sales@eigethernet.com

WLAN Switching System

Virtual Booth 3712



Aruba 5000 - Modular Corporate Campus Wi-Fi Switch
Aruba 2400 - Regional Headquarters Wi-Fi Switch

- Complete Multi-Layered Security
- Centralized Wireless LAN Switching
- Advanced RF Management
- Standards-Based Enterprise Mobility



180 Great Oaks Boulevard
Phone: (408) 227-4500
WEB SITE: www.arubanetworks.com

San Jose, CA 95119
Fax: (408) 227-4550
EMAIL: prosales@arubanetworks.com

Wireless Outdoor Bridge

Virtual Booth 4048 • Virtual Product 1990

The EasyBRIDGE 11 seamlessly connects LANs across multiple buildings thereby eliminating expensive recurring leased line fees. The result is a carrier quality connection that pays for itself in less than a year, or even sooner with replacing multiple leased lines. Featuring low cost cabling, easy installation, rapid scalability, and seamless integration into existing Ethernet networks, the EasyBRIDGE 11 enables immediate deployment while ensuring maximum cost efficiency. Using Direct Sequence Spread Spectrum technology in the 2.4GHz license-free band, the EasyBRIDGE 11 is ideally suited for superior building-to-building connectivity in co-located fixed LAN environments.



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Carlsbad, CA 92008
Phone: (760) 517-3170
Fax: (760) 517-3200
WEB SITE: www.alvarion.com
EMAIL: sales@alvarion.com

Outdoor Mesh Router

Virtual Booth 3982 • Virtual Product 1907



- Wireless mesh network creates a wireless backhaul eliminating the need for trenching & cable pulling
- Robust self-forming, self-healing mesh technology provides redundant links & overcomes line-of-sight issues
- 200mW radio covers distances up to two miles
- Dual Ethernet ports for connecting any outdoor access point or IP surveillance camera



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Los Gatos, CA 95032
Phone: (408) 399-7771
Fax: (408) 317-1777
WEB SITE: www.firetide.com
EMAIL: info@firetide.com

Wireless LAN Analyzer

Virtual Booth 3836 • Virtual Product 1630



Yellowjacket™ 802.11b/g Test Receiver
Yellowjacket™ is a calibrated wireless receiver module that interfaces with HP's iPAQ PocketPC in sweeping, analyzing and optimizing 2.4GHz Wi-Fi networks. The receiver measures all 14 OFDM / DSSS IEEE 802.11b/g channels allowing the user to determine the AP/STA's MAC, SSID and RSSI signal levels for all access points on or off any 802.11b/g WISP or hotspot.

255 Liberty Street
Metuchen, NJ 08840
Phone: (732) 548-3737
Fax: (732) 548-3404
WEB SITE: www.bvsystems.com
EMAIL: info@bvsystems.com

**Wireless LAN Security**

Virtual Booth 3663 • Virtual Product 1224

**BorderGuard - More Secure Than Wired Networks**
An easy-to-use platform for all WLAN, wireless VPN and traditional remote access needs.

- Includes BorderGuard™ VPN appliance, secure network roaming Client, and Tunnel-Lock™ endpoint security
- Embedded, strong bilateral authentication
- FIPS 140-2 & Common Criteria cert; HIPAA compliant



14120 Parke Long Ct.
Phone: (703) 631-0700
WEB SITE: www.blueridgenetworks.com
EMAIL: sales@blueridgenetworks.com

Wireless Security Gateway

Virtual Booth 3786 • Virtual Product 1551



The AF7500 sets the enterprise standard for high performance, secure, manageable and reliable wireless LANs. The AF7500 centrally connects and manages numerous access points in one or more compact rack mount units. All critical security operations - encryption, authentication, data integrity checking, key exchange and data compression are optimized to minimize hands-on management.



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Phone: (813) 288-7388
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WEB SITE: www.airfortress.com
EMAIL: info@airfortress.com

WLAN Security Appliance

Virtual Booth 3841 • Virtual Product 1636



AirDefense, an enterprise-class solution based on a secure appliance & distributed remote sensors, has pioneered the concept of 24x7 monitoring of the airwaves. It provides the most advanced solutions for **rogue WLAN detection, policy enforcement, intrusion protection & WLAN monitoring**. Blue chip companies & government agencies rely upon AirDefense to secure and monitor WLANs around the globe.



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Phone: (877) 220-8301
Fax: (770) 453-9601
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EMAIL: info@airdefense.net

Processor.com

WLAN Security System

Virtual Booth 3690 • Virtual Product 1254



AirMagnet Enterprise 5.0 brings bullet-proof security & performance to your wireless enterprise with 24x7 control over all WLANs in all locations. Industry-leading security includes complete **Rogue Management**, wireless **Intrusion Detection**, continuous Vulnerability Assessment and **Policy Monitoring**. To start your FREE evaluation, visit www.airmagnet.com/processor to register.



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Sunnyvale, CA 94089
Phone: (408) 400-0200
Fax: (408) 744-1250
WEB SITE: www.AirMagnet.com
EMAIL: sales@AirMagnet.com

WLAN Intrusion Protection

Virtual Booth 4131 • Virtual Product 2105



Bluesocket's award-winning open systems Wireless Gateways and Intrusion Protection Systems secure and manage WLANs for hundreds of enterprises worldwide.

- QoS and Bandwidth
- Strong Encryption and VPN Mobility
- Policy enforcement based on Role, Services, VLANs, Time
- Protections against Worms, Viruses, RF attacks



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Burlington, MA 01803
Phone: (781) 328-0888
Toll Free: (866) 633-3358
WEB SITE: www.bluesocket.com
EMAIL: sales@bluesocket.com

PCI Expansion System

Virtual Booth 3744 • Virtual Product 1454



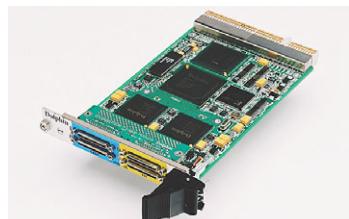
The XP-SB Expansion System features PCI 2.2-compliant, 64-bit/66MHz slots and is compatible with cPCI, PCI, and VME host systems. It consists of a PCI or optional PMC host card and a 1U rackmount chassis housing two or three PCI slots. The XP-SB is ideal for industries that require maximum performance and continuous operation, such as telecom, military/defense, and industrial computing.

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Brockton, MA 02301
Phone: (508) 588-6110
Fax: (508) 588-0498
WEB SITE: www.auroratech.com
EMAIL: info@auroratech.com



PCI-SCI Adapter Card

Virtual Booth 4025 • Virtual Product 1964



The **Dolphin D341/D342 CompactPCI-SCI Adapter Cards** are general purpose interfaces for connecting cPCI-based systems through SCI (Scalable Coherent Interface) links, and provide a transparent memory-mapped link. The adapters are used in applications such as computer clusters, reflective memory, system area networks, networking, I/O, fat pipes and for bus bridging.



98 Sterling Street, Suite 208
Clinton, MA 01510
Phone: (978) 365-4040
Fax: (978) 365-4002
WEB SITE: www.dolphinics.com
EMAIL: sales@dolphinics.com

OEM 2-4U Rack Mount Cases

Virtual Booth 3615 • Virtual Product 1647



- 1.2mm SECC Zinc-Coated Steel (Japan Made)
- Aluminum Alloy Door with Hard Anodized Treatment
- LEDs for Power ON/OFF, Fan, Alarm. USB 2.0 Port in front
- 15 DVR backplanes for different system configurations
- Optional 8-Port Fan Controller Card
- OEM Carton Box Design for your own system
- 2U, 3U, 4U models available w/silver, red or blue bezel



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EMAIL: info@imageshape.com

Space Saving 1U Chassis

Virtual Booth 2895 • Virtual Product 1524



- Model: GHI-106
- Dimensions: 483 (W) x 44 (H) x 220 (D) mm
- Drivebays: 1 x Slim CD-ROM & 1 x 3.5" HDD or 1 x Slim CD-ROM & 1 x Slim FDD & 1 x 2.5" HDD (Optional)
- Motherboard Size: Support Mini-ITX M/B (Max. 170mm x 170mm) 6.7" x 6.7"
- Used in: Web Server, Firewall Server, Proxy Server



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Cases by EVER

- Excellent ventilation with up to seven 80mm fans
- Easy maintenance filter
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- Dual-processor capability
- High-density rack mount server



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Server Cooling Solutions

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Cooljag CJCE2QC
As for server cooling, Select Cool satisfies your aspiration for system rapidity via comprehensive support of dual processor and optimal high-end copper coolers for servers.

- Weight: 455g
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- Fin pitch: 1.3(mm)
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EMAIL: sales@selectcool.com

Liquid Cooling System

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Rittal's Power System Rack incorporates high-performance liquid cooling for CPUs, power packs and disk drives. This innovative design lowers the temperature directly by conductively cooling components at the site where heat is generated. The liquid cooling units are linked to an external, central cooling unit (chiller), which also controls the inlet temperature. A drip-free, quick-release coupling ensures an extremely high level of operational reliability.

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EMAIL: ritta@rittal-corp.com



USB-To-802.11b Adapter

Virtual Booth 3860 • Virtual Product 1675



The Wavespeed™/LAN USB-to-802.11b wireless LAN adapter offers an easy way to add a PC, laptop or thin client to the network. It combines the ease and reliability of Plug and Play USB connectivity with the flexibility of wireless networking. Wavespeed/LAN is fully powered by the USB bus and is compatible with the full range of Windows® OS, including Windows NT® and Windows CE.



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Cordless Desktop

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Logitech® Cordless Desktop® LX 700, a rechargeable cordless mouse and stylish cordless keyboard package that makes it easy to listen to music and Internet radio, use instant messaging, watch videos and view photos — by putting more control at people's fingertips. Capture, create and share digital music, photos and videos, with optimized buttons that are tightly integrated w/ popular media players.



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- Doubled resolution of 5080 lines per inch
- New software bundle



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Interactive Pen Displays

Virtual Booth 4125 • Virtual Product 2101



Wacom's Cintiq 18SX and 15X interactive pen displays combine the advantages of an LCD monitor with the control, comfort, and productivity of Wacom's patented cordless, battery-free tablet technology. By working directly on the screen, you navigate much more quickly and naturally. Both products enable you to adjust the incline to your liking, and the 18SX stand allows you to rotate your work surface.



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AMD Motherboards

Virtual Booth 3339 • Virtual Product 954



Dragon Series: KT880 DRAGON 2 • K7VM333 All-in-One

- KT600 DRAGON Plus v.2.0 • K7VME All-in-One • KT600 DRAGON Ultra Platinum. Soyo offers variety of Socket-A motherboards that support AMD AthlonXP, AMD Athlon64, AMD Thunderbird and AMD Duron processors. Ranging from SOHO to Enterprise Computing, all are guaranteed to be solid and priced competitively.



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Dual AMD Opteron MB

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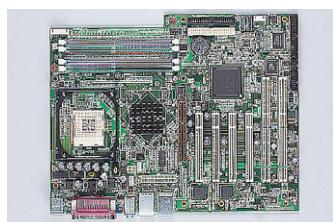


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**Socket 478 P4/Celeron® Industrial ATX Motherboard**

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Low Power Mini-ITX

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- Small footprint
- Transmeta™ Efficeon™ TM8600, 1GHz+
- ATI M7 3D Graphics with 16MB Memory
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ITX Board w/VIA EDEN CPU

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- VIA CLE266(VT8237) chipset with Eden 1.0GHz CPU
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- EIDE, CF Socket, S-ATA w/RAID
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**PSU Manufacturer for Rack Mount, Server & Desktop OEM Welcome**

- Model: TOP-620RML
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- Gold plate connector
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Redundant Power Supply

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- Fit 2U Server Rackmount Chassis
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2U True Redundant PS

Virtual Booth 2795 • Virtual Product 1646



- Model No. TC-xxxR2U (350w/400w/460w)
- I-Star 3 Year Warranty Power Supply
- I-Star 2U Size Redundant Power Supply
- I-Star Hot-Swappable modules with ZERO downtime
- I-Star Each Module handles 50% load ensuring longer life
- I-Star Active PCF Factor Redundant Power Supply
- I-Star Works with most the 2u server cases



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Industrial ATX Power Supply

Virtual Booth 3881 • Virtual Product 2055



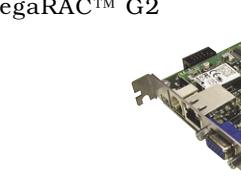
- Model: MPI-806H
- Universal Input Switching Power Supply
- 80W with 8.6 CFM forced air, 60W conventional cooling
- ATX output, remote ON/OFF, PG/PF Signal
- Compact Size: 3x5x1.5" (WxLxH)
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Remote Server Management

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Gigabit AntiVirus/AntiSpam

Virtual Booth 3953 • Virtual Product 1861



C-Series PCI Content Security Accelerator

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SSL/TLS Security Solution

Virtual Booth 4169 • Virtual Product 2159



The BN1010 is the world's first SSL/TLS security NIC that is completely self-contained and manages all facets of SSL processing on a single PCI card. The BN1010 couples powerful simplicity and uncompromised performance with fortified protection. The BN1010 handles up to 10,000 SSL/TLS transactions per second (TPS) and maintains up to 100,000 simultaneous connections.



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SATA RAID Adapter

Virtual Booth 4129 • Virtual Product 2104



4-Port Enhanced Serial ATA 1.5G RAID 0/1/10
Solution for workstations and entry-level servers requiring data protection (RAID 1/10) or performance (RAID 0) • Supports Native Command Queuing and Tagged Command Queuing for better performance • Combine with SuperSwap 1100 or SuperSwap 4100 for an advanced internal storage system • Disk Activity LED Headers



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Buy the leading HBA brand from the vendor of choice for most major OEMs. SANblade 2Gb host bus adapters provide fast, reliable and efficient data flow without bottlenecks. Available in PCI-X, cPCI, SBUS and PCI Express models.

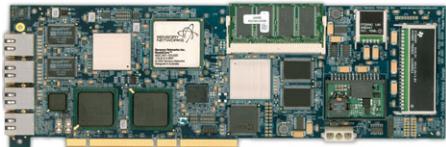


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Gigabit Intrusion Detection

Virtual Booth 3953 • Virtual Product 1862



I-Series PCI IDS/IPS Accelerator

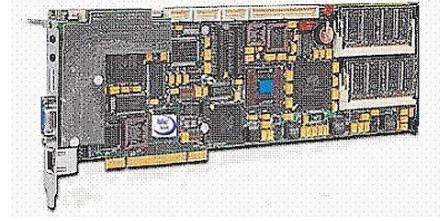
- Wire-speed IDS/IPS security processes in appliances
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Intrusion Prevention System

Virtual Booth 3716 • Virtual Product 1353



Interceptor - Stops Network Attacks in Real Time

- Internal & External Protection from DoS, DDoS, Worms, Viruses, Syn Floods, Trojans, Scans and Access Control
- Listed by Gartner as "Pure Play" in IPS
- 6 Different Intrusion Detection Models
- Integrated antivirus (Optional)
- Config available supporting ADSL to Gigabit environment



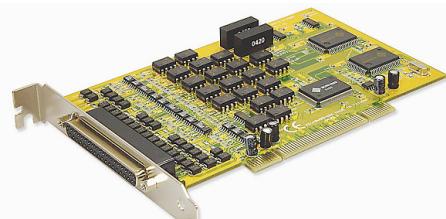
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SSL/TLS Security Solution

Virtual Booth 4169 • Virtual Product 2159

4-Port RS-422/485 PCI Card

Virtual Booth 2341 • Virtual Product 1946



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- Auto detection between RS-422 & 485 connections
- 600W Surge & 2.5KV Isolation protection
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RAID Controller

Virtual Booth 3121 • Virtual Product 1342



The Ultimate RAID Solution - ACS-8990 RAID Controller
RAID controller that utilizes SCSI host performance & leverage with the cost effectiveness of SATA & PATA IDE drives.

- U320 SCSI/2Gb Fibre to SATA RAID Controller
- RAID Level: RAID 0, 1+0, 3, 5, 30, 50
- Operating System: OS Independent & Host Transparent
- CPU: Intel i80321 64-bit, 600MHz RISC microprocessor



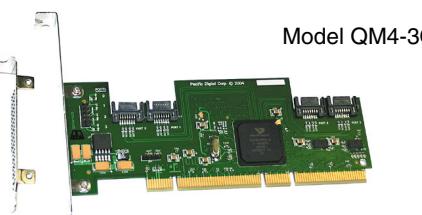
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SATA RAID Adapter

Virtual Booth 4129 • Virtual Product 2104

Serial ATA II HBA

Virtual Booth 2885 • Virtual Product 2134



- Four 3Gbps Serial ATA Ports
- Hardware RAID 0, 1, 0+1
- Hardware Queuing
- PCI-X Bus Interface
- Low Profile Format
- BIOS Configuration Utility
- Windows 2000/2003/XP/Linux



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FC Storage Adapters

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Celerity FC 2-Gigabit Fibre Channel storage adapters are designed to satisfy the needs of host systems and fabric devices. Featuring Advanced Data Streaming (ADS™) Technology, Celerity FC provides faster and more efficient transfers, thus maximizing ROI. Capabilities like an integrated hub design and Integrated Offload Processing Center (IOPC) provide connectivity and scalability options.



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Fibre Channel HBAs

Virtual Booth 4049 • Virtual Product 1992

4 Gb/s Fibre Channel HBAs

Virtual Booth 4142 • Virtual Product 2117



The Emulex LightPulse™ LP11000 HBA Family:

- Full bandwidth support at 4Gb/s Fibre Channel speed
- Auto speed negotiation-integrates into existing 1Gb/s and 2Gb/s Fibre Channel SANs
- Firmware-upgradeable architecture
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- Single/dual channel PCI-X 2.0 to 4Gb Fibre Channel model



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iSCSI Accelerator

Virtual Booth 3978 • Virtual Product 1899



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The SPT 1800 Series of handheld computers offers an advanced Palm Powered solution for your mobile workforce. This family of rugged mobile computers combines integrated scanning with the Palm OS platform. The durable casing of the SPT 1800, combined with integrated bar code scanning, provides the perfect platform for stock-taking, deliveries & all other mobile computing needs.

Bar Code Scanner

Virtual Booth 3930 • Virtual Product 1815



LaserLite Pro combines a laser scanner and Touch Memory button reader with an alphanumeric keypad. An LCD screen, 256KB RAM, convenient one-handed operation, and lightweight metal housing makes the LaserLite Pro ideal for inventory, shipping and receiving, order entry, and any other data collection application.



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Data Collection

Virtual Booth 216 • Virtual Product 1584

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Features & Benefits
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• Ergonomics-comfortable

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Remote Server Management

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**UltraLink™**

- Connect to remote computers by Ethernet or dial-up
- Secure encrypted operation
- Scaling, scrolling, and auto-size features
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KVM Command Center

Virtual Booth 3710 • Virtual Product 1327



Model: B020-016

Control an entire network in just 1U rack space-includes keyboard, 15" LCD screen, touchpad and 16-port switching capability

- Tilt-up console, easy-slide drawer
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1U/2U LCD Monitor/KB/MS

Virtual Booth 1014 • Virtual Product 231



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Rack Mounted KVM Drawer

Virtual Booth 22 • Virtual Product 1241

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Rack Mount KVM Switch

Virtual Booth 2945 • Virtual Product 1191



Rack mount LCD/KB/MS KVM Switch

- 1U/2U rack mount TFT LCD monitor keyboard drawer
- 15"/17"/19" TFT color LCD rack mount monitor
- Touchpad mouse or trackball mouse
- 4 / 8 / 16-port KVM switch available
- 650mm/600mm/440mm deep options available
- Great Price - Quality - Service

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Long-Life Battery

Virtual Booth 4107 • Virtual Product 2077



POWERPAD 160

Don't let your need for power keep you grounded - the PowerPad lets you take your work everywhere you need to go, without slowing you down. Leave power cords and electrical outlets behind & stay ahead of the competition. Lightweight and ultra thin, the PowerPad slides into your laptop's carrying case. Plug it in & you're 80% charged in 4 hours. Forget plugs for the rest of the day and night.

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WIN/Linux Mobile Server

Virtual Booth 3170 • Virtual Product 2115



NextCom, Nashua, NH announces FlexPCServer workstation and mobile server with single or dual Intel LV Xeon™ to 3.06GHz. Extreme performance. Small footprint. Reconfigurable computing architecture. Serial, USB 2.0 high capacity drives to 500GB. MS Windows 2000 AS, XP Pro, SuSe Enterprise, RedHat, Desktop Linux, Solaris - x86, Win-Ux concurrent or dual boot.

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High-Performance Notebook

Virtual Booth 4180 • Virtual Product 2196



- Processor: AMD Athlon 64 3200+ for Notebooks
- Operating System: Windows XP Home Edition
- Memory: 512MB PC-3200 DDR400
- Video Card: ATI Mobility Radeon 9700 Pro 128MB
- Hard Drive: 60GB/5400rpm
- Display: 15.4" WXGA 1280x800 TFT
- Optical Drive: 8X DVD-ROM/24X CD-RW

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DVI, VGA, S-Video, Video image signal to DVI signal

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- Output : 1 DVI
- Compatible with DVI standard
- Power Supply : DC +12V, Power Consumption: 9W max
- OSD control for various Input Signal
- Supports SXGA, XGA, VGA

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KVM Extenders

Virtual Booth 3610 • Virtual Product 1150



Compact KVM extenders for standalone & high-density rack installations - Convenient remote control of a PC, Mac or KVM at a distance of up to 650' linked via Cat5/6 cabling. Supports PS/2, USB, RS232, dual video & broadcast-quality digital audio. For touch screen, industrial, broadcast, post production, presentation, security, financial services, marine, server mgmt & remote KVM control apps.

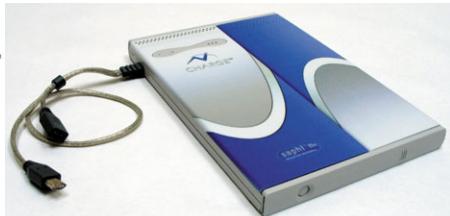
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Portable Battery Solution

Virtual Booth 4171 • Virtual Product 2170

CHARGE™



The N-Charge™ Power System II is a Saphion® based universal, portable battery designed to power a vast array of mobile electronic devices. With up to 5-10 hours of additional notebook run-time for over 2000 different notebook models and the flexibility to support your cell phone, digital camera, MP3 player and more, the N-Charge™ system is the only power solution you'll ever need!

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Rugged Wireless Handheld

Virtual Booth 3792 • Virtual Product 1601



- Supports up to 3 integrated radios (WWAN, PAM, WLAN) simultaneously
- Mobility XE™ - Seamless Roaming Connectivity
- Exceeds military standards for drop, shock and water
- IP-67 sealing for dust and water intrusion
- Single-handed use
- Uses Intel Xscale 400MHz PXA 255 processor
- 64MB Compact Flash
- Windows CE.NET OS
- 320x240 impact-resistant front-lit color display

ITRONIX®

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Multimedia Notebook

Virtual Booth 3927 • Virtual Product 1810



- Intel Processor with Centrino Mobile Technology
- Thin & Light with Semi-Rugged meets Military standard
- Magnesium Alloy casing and Spill Proof Keyboard
- Anti-Shock Mounted HDD to protect hard drive data
- ATI Radeon 9700 graphics with 128MB video memory
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- Wireless LAN Connectivity with Mini PCI 802.11 b/g

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Rugged Wireless Notebook

Virtual Booth 3792 • Virtual Product 1757



- Meets military specifications for ruggedization
- Removable hard drive for security
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- Mobility XE - seamless roaming connectivity
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FlexSPARCIII Mobile Server

Virtual Booth 3170 • Virtual Product 1310



Mobile Graphics Workstation and Mobile Server
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PDA

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Encryption Device

Virtual Booth 4144 • Virtual Product 2120



DiskCrypt provides cross platform compatibility and significant performance improvement over traditional disk encryption software solutions. This hardware based 192Bit Military Standard encryption module encrypts every byte and sector of data written into the hard disk, including (MBR), Operating System, Temp and Swap files. The DiskCrypt is engineered just like an ordinary 2.5" form factor hard disk and can be mounted to the notebook hard disk compartment. GSA Schedule #35F0405P



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Virtual Booth 4063 • Virtual Product 2018



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Virtual Booth 3695 • Virtual Product 0032



- FlexScan L795 is ideal in any business or graphics environment
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Rack Mount Products

Virtual Booth 400 • Virtual Product 1338



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21" Color Calibration LCD

Virtual Booth 3695 • Virtual Product 1275



- ColorEdge CG21 is ideal for digital photography retouch and pre-press printing environments
- Wide color gamut for color matching
- Flexible mounting available - VESA standard
- Height adjustable, landscape/portrait monitor stand
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- Brightness stabilization circuitry for consistency

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Dual LCD Monitors

Virtual Booth 4089 • Virtual Product 2052



Uniquely designed, fully integrated multiple LCD displays that can increase MAC or PC user productivity up to 50% by managing several sources of information or programs at the same time! DoubleSight provides large monitor real estate in a small footprint at a very affordable cost. Dual 15", 17" and 19" display monitors are now available.



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Touch Screen LCDs

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Serial Matrix Printer

Virtual Booth 3816 • Virtual Product 1610



Flexible and Fast Serial Matrix Printers

The TallyGenicom 3860 and 3880 Serial Matrix Printers offer patented, dual paper handling with auto-switching paper paths. With blazing speeds of up to 960 cps, they deliver worry-free performance in your shared-resource, network printing, or heavy-duty printing applications. Great for bar code printing and multipart forms.

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Portable PocketJet Printers

Virtual Booth 3951 • Virtual Product 1860



PocketJet 200

High-quality output, rugged compact design with a low cost of ownership describes the Pentax PocketJet printer. This printer produces crisp text and graphics with an output of 3ppm while weighing less than a pound. Designed to meet the growing needs of mobile workers, this printer can provide printing in any environment without the ongoing cost and hassles of ink.



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Auto Disc Printer

Virtual Booth 3993 • Virtual Product 1939



The PowerPrinter V is a Full Color, Auto-Loading CD/DVD Printer. Robotically loads and prints up to 100 discs, unattended. Uses high-quality HP ink cartridges available at your local office supplies stores. Overall costs are substantially less than printers requiring proprietary cartridges! Because the printer controls the robotics (different from competition), no special robotic driver software is required.



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Color Laser Printer

Virtual Booth 3816 • Virtual Product 1609



Fast, Reliable Workgroup Color Laser Printer

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Large Format Plotters

Virtual Booth 3326 • Virtual Product 802



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Portable Thermal Printer

Virtual Booth 1864 • Virtual Product 83



The Printek MtP 400

4" Portable Thermal Printer

A rugged, portable thermal printer, it features a version that is the thinnest in its class. It is ideal for printing labels, receipts, maps, and schematics. With a wide range of media options and versatile mounting or carrying configurations, you'll find the MtP 400 is the perfect mobile printing partner for your needs.



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HP Laserjet Duplexers

Virtual Booth 190 • Virtual Product 1756



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Presentation Toolbox

Virtual Booth 4006 • Virtual Product 1952



BOXLIGHT's SP-48z is the ultimate presentation toolbox. Inside you'll find features such as digital zoom and key-stroke adjustments, which make imaging hassle-free. Projecting 1400 MAX lumens, this SVGA projector delivers brilliant, crisp images in small or medium-sized venues. And with multiple inputs, the full-featured BOXLIGHT SP-48z will help you give powerful multimedia presentations.



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The PowerPrinter V is a Full Color, Auto-Loading CD/DVD Printer. Robotically loads and prints up to 100 discs, unattended. Uses high-quality HP ink cartridges available at your local office supplies stores. Overall costs are substantially less than printers requiring proprietary cartridges! Because the printer controls the robotics (different from competition), no special robotic driver software is required.



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Large Format Scanner

Virtual Booth 4182 • Virtual Product 2198



Create high quality scans up to 36" wide at the touch of a button with this large format scanning solution from Océ. Patented Océ technology automatically enhances image quality so scans come out right the first time, even with the most difficult originals. The Océ TDS410 scanner converts hardcopy originals into digital files and scans to multiple locations, locally and around the world.



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Mobile Scanning

Virtual Booth 3951 • Virtual Product 1859



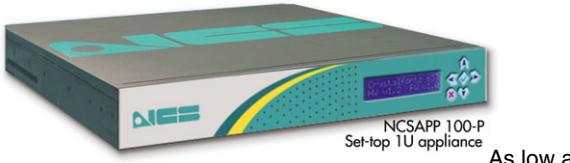
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Pentax DSmobile® USB, a portable scanner designed to go hand in hand with your portable computing solution while providing the features and capabilities expected from a desktop scanner. Weighing less than 12 ounces and measuring just 11 inches. The DSmobile USB provides everything needed to scan documents from business card size to 8.5 x 14".



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DNS Appliance

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- Create new zone records using defaults you have set.
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- Find zones with missing resource records.
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DNS Network Appliance

Virtual Booth 3933 • Virtual Product 1818



- Plug 'n play, RFC-compliant DNS/DHCP appliance
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- Advanced security and interoperability
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Infoblox

Email Server Appliance

Virtual Booth 3879 • Virtual Product 1722

\$2,195
Other Models Available



Visitech SBMS256 Email Server Appliance

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Network Security Platform

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NSA 1041

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The Digital Infrastructure

Network Surveillance Server

Virtual Booth 1329 • Virtual Product 2039



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VoIP Development Platforms

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If you are developing Voice-over-IP gateways or IP media servers, Channel Access and NMS Communications present **VoicePac 6000**, a complete low cost development system combining a full-featured Windows Server and a high-powered DSP engine for voice processing. MiniTower and 1U/2U rackmount configurations available.

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Secure Web Server Solution

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IT In A Box

Virtual Booth 4047 • Virtual Product 1989



The IT IN A BOX integrates a switch, router, email server, file server, a wireless LAN access point and much more into a single, small device. The easy to use system does not require a highly trained administrator. The solution gives the small business the ability to employ IT functions at low cost—one could purchase two IT IN A BOX units for less than the cost of a typical network.

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XML Accelerator

Virtual Booth 3825 • Virtual Product 1620



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CMS-4U XEON Blade Server

Virtual Booth 3794 • Virtual Product 1561



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Cluster Traffic Management

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Extreme sports a commanding Layer7 gigabit design. It's fail-safe technology for those with extraordinary server volume. It's also a technical match to other DELL hardware, making it an especially good fit for many enterprises. Has unlimited virtual clusters, 64 servers per cluster.



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3U AMD Server Chassis

Virtual Booth 3807 • Virtual Product 1593



3U AMD QUAD-OPTERON SERVER CHASSIS
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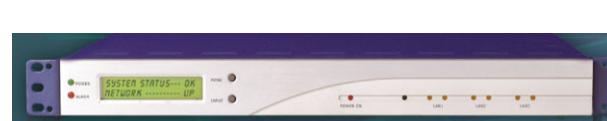
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1U Server Appliance

Virtual Booth 3437 • Virtual Product 1585



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 • Single Fast Ethernet / Dual Fast Ethernet / Quad Fast Ethernet
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Processor.com**Dual Xeon Blade Server**

Virtual Booth 3783 • Virtual Product 1587

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Linux Beowulf Clusters

Virtual Booth 3705 • Virtual Product 1287



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Cluster Traffic Management

Virtual Booth 4007 • Virtual Product 1955

Dual Opteron Server

Virtual Booth 3783 • Virtual Product 1588

**TS-1881 Dual Opteron Rack mount 1U Server**

- Dual 64-bit AMD Opteron Processors / Dual Gigabit LAN
- Up to 16GB ECC Registered Memory
- 2 Hot-Swappable SCSI HDD, 1 x Slim CD-ROM
- 2 x PCI-X Slots, 4 x USB, 1 x COM, 1 x VGA
- 1 x IPMI 1.5 Module (Optional)
- 411W Power Supply Unit



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Dual Opteron Server

Virtual Booth 2899 • Virtual Product 1583

**Dual AMD Opteron**

- 1U with 4 Front-Removable Hot-Swap Bays
- 1 of 2 AMD Opteron 240
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- 1 x 18 GB SCSI
- Gigabit LAN, Front USB 2.0
- Options: IDE, SATA, Additional Gigabit LAN



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3U AMD Server Chassis

Virtual Booth 3807 • Virtual Product 1593

1U Quad Opteron Server

Virtual Booth 3062 • Virtual Product 1728



1U with 27.5 inch deep enterprise server powered by Quad AMD OpteronT. Breakthrough-in-compactness cooling system, supports AMD Quad-Opteron up to 850+ system under 45-degree C temperature, 2 internal or hot swap IDE/SATA/SCSI drive capacity reaches the maximum storage devices. *Strongest 1U server platform in the market.*

AMD QUAD OPTERON is available in 1U/2U/3U/4U & 5U



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SATA Workstations

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The 1st SATA RAID 5 Hot-swap Midtower Chassis in the World!



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1U Server Appliance

Virtual Booth 3437 • Virtual Product 1585

4U Rack Mount Server

Virtual Booth 3596 • Virtual Product 1128



- Choices of 20-Slot Passive Backplanes with up to 16 ISA or 18 PCI Slots
- Pentium 4 Based SBC with Integrated Video & 10/100 Mbps Network Adapter(s)
- Dual (N+1) 300W or Dual (N+1) 600W, 110V/60Hz; 230V/50Hz - Also available 1U to 12U Chassis
- **ProRACK 4700 - Call for custom configuration & quote**



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P4 / PCIX Server

Virtual Booth 3745 • Virtual Product 1475



- Two Hot-Swap SATA Drive Bays with RAID 0,1
- Intel® P4 processor (Socket 478, 533/800MHz FSB)
- Intel® E7210,6300ESB, ATI®XL 8MB
- Max. 4GB Unbuffered memory in 4 DIMM Slots
- Intel® Gigabit Ethernet x 1 & GI Gigabit Ethernet
- 1 PCI-X 64-Bit/66MHz Full-Height Slot & Low-Profile Slot
- Intel® HR dual channel SATA with RAID 0,1



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 EMAIL: sales@giga-byte.com

1U Dual Xeon/RAID Server

Virtual Booth 3745 • Virtual Product 1476



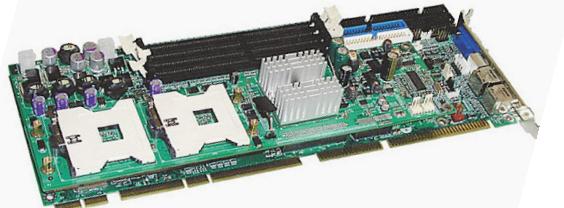
- Four Hot-Swap ATA-133 Drives
- ACARD® ATP867 controller Supports RAID 0, 1, 0+1
- Intel® E7501, ICH3-S, P64H2*2, ATI® Rage XL 8MB
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- Built in Intel® 82546EB single chip w/Dual ports Gigabit Ethernet controller

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Intel® E7501 Chipset

Virtual Booth 2274 • Virtual Product 1909



- Supports Dual Socket 604 Xeon™ PCI-X CPU card or LV Xeon™ Up to 3.06GHz, 533MHz FSB
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- ATI M7 VGA, 16/32MB embedded, supports CRT/ LVDS
- Dual Intel 82546EB Gigabit LAN
- PCI-X slots, 4 x SATA ports
- Model IB910



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pSeries UNIX Servers

Virtual Booth 2576 • Virtual Product 2034



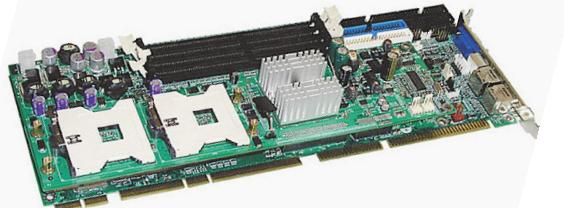
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Intel® E7501 Chipset

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- Supports Dual Socket 604 Xeon™ PCI-X CPU card or LV Xeon™ Up to 3.06GHz, 533MHz FSB
- DDR DIMM x 4, max. 8GB DDR, Dual Channel, Reg. ECC
- ATI M7 VGA, 16/32MB embedded, supports CRT/ LVDS
- Dual Intel 82546EB Gigabit LAN
- PCI-X slots, 4 x SATA ports
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PC/104+ Daughter Card

Virtual Booth 4126 • Virtual Product 2100



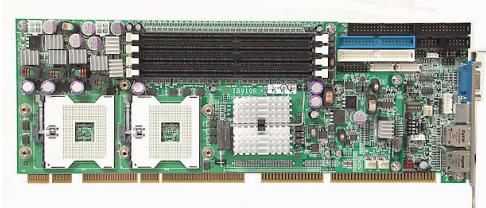
The Zendex ZXE/104P, a USB2.0/FireWire/Ethernet (10/100Mbps/s) add-on combo card for any PC/104 or PC/104+ application, provides three types of high-speed ports for the price of just one. It is useful for applications with numerous optional peripheral devices or for systems that may require peripheral field-upgrades.

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Virtual Tape Library Appliance

Virtual Booth 3723 • Virtual Product 1445



The VTL Standard Edition Appliance, powered by iStor®, is a turnkey solution that accelerates backup, enables rapid recovery, and consolidates management and provisioning of backup resources. It seamlessly accelerates the speed of existing third-party backup applications by using external disks to emulate industry-standard tape libraries.



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Disk-To-Disk Appliance

Virtual Booth 3420 • Virtual Product 1633



iStoRATM 4000 Disk-to-Disk-to-Tape Appliance
Disk-to-Disk-to-Tape (D2D2T); Network file replication; Migration to tape for archive; Seamless retrieval from disk or tape. Integrates up to 1.5TB of Serial ATA disk; up to 3TB of uncompressed removable tape storage in a 1x10 autoloader; Intel server motherboard with Gigabit-Ethernet connectivity; single 4U-high rack mountable enclosure.



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Backup/Archiving Appliance

Virtual Booth 3837 • Virtual Product 1631

Starting At
\$1,495



RocketVault™ Backup & Archiving Appliance -- Simply the easiest, most cost-effective data protection solution available for smaller businesses and branch offices. Plug-and-play, installs in minutes; automated, unattended operation.

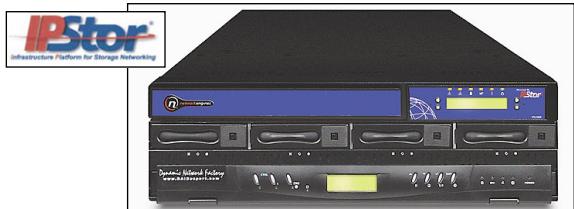
- Multiple configurations (including 1U, 2U): 240GB to 4TB
- Backs up servers, desktops, laptops locally and remotely
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Virtual Tape Library

Virtual Booth 3697 • Virtual Product 1280



- Leverages the FC or IP protocol to transfer & restore data from a disk-based virtual tape at ultra-high speeds
- Connects to SCSI and Fibre Channel backup devices
- Eliminates per server software licensing/management & also media/mechanical failure during backup/restore ops
- Add a tape library w/o changing backup software
- Automate tape mirroring and vaulting

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Fax: (714) 998-6366
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Disk-To-Disk Backup

Virtual Booth 2919 • Virtual Product 193



Can you restore critical data quickly?
EzBACKUP can.

- No software drivers or IRQs required
- Hot swappable backup
- Expandable storage
- Speed of operation
- Patented Disk-to-Disk (D2D) technology
- Full bootable image backup
- Backup all, modified or selected files
- Flexible backup scheduling
- Patent pending Hidden Device Technology



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EMAIL: sales@arcoide.com

Tape Backup Encryption

Virtual Booth 3732 • Virtual Product 1438



Paranoia2 - Using Encryption to Protect Your Assets

- High-speed tape backup encryption and compression
- Transparent to operating system
- SCSI or Fibre Channel interfaces
- No software drivers required
- Desktop or 2U rack mount
- Platform independent

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Phone: (703) 527-8547
WEB SITE: www.DS1ncryption.com/p2
EMAIL: sales@DS1ncryption.com

Virtual Tape Controller

Virtual Booth 3914 • Virtual Product 1783



The Mainframe Appliance for Storage (MAS) is a virtual tape controller for IBM System/390 and compatible mainframes, which uses open-system storage devices (SAN, NAS or SCSI) to store and retrieve mainframe tape data sets. The MAS provides improved Business Continuance through faster recovery of data and helps satisfy new SEC compliance guidelines.



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Fax: (781) 272-0342
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Tape Cleaner/Inspector

Virtual Booth 3734 • Virtual Product 1439



- Cleans, retensions & optically scans DLT, SDLT & LTO tape cartridges
- 200 inch-per-second operation (3-4 minute process time)
- Automatically advancing tissue cleans both sides of tape
- Most advanced optical inspector system available
- Minimizes head wear and greatly reduces dropouts
- 10-cartridge autoloader and magnetic testing available



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Fax: (703) 361-7369
WEB SITE: www.bowindustries.com
EMAIL: bow@dgsys.com

Tape Degausser

Virtual Booth 4136 • Virtual Product 2110



The MDS-4 Media Degausser is designed to handle all formats of cassettes and tape reels up to 16 inches in diameter. The MDS-4 operates continuously without overheating in the low field strength setting and intermittently in the high field strength setting. The MDS-4 can erase tapes with coercivities up to 950 oersteds with widths up to 1 inch and 1500 oersted tapes with widths up to 8mm.



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Magnetic Products & Services

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Minneapolis, MN 55428
Phone: (800) 447-1277
Fax: (763) 493-2295
WEB SITE: www.mspinc.org
EMAIL: mmorey@mspinc.org

Media / Disk Degausser

Virtual Booth 4138 • Virtual Product 2111



- Erase your magnetic tapes and hard disks
- Comply with Privacy Act Regulations (HIPAA, GLBA) for media reuse and disposal
- Meet NSA standards for complete erasure of magnetic tape and hard disk
- Legally prove due diligence for media reuse and disposal by meeting D.o.D. standards
- Sanitize information securely, quickly and safely
- Save money and time

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Data Storage Solutions

Virtual Booth 3932 • Virtual Product 1817



Quantum L-Series SuperLoader

- Unbeatable data density, capacity and performance in a 2U rack mount form factor
- Choice of LTO-1, LTO-2 or SDLT 320 tape technology
- Insert or remove any cartridge, without system interruption
- MPAK Technologies, Inc. offers top-of-the-line RAID, D2D & D2D2T Solutions.



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AIT Tape Library

Virtual Booth 3798 • Virtual Product 1569

Spectralogic NAStape 200



- Supports one 1/2" or 8mm drive
- Gigabit Ethernet Connectivity
- Supports iSCSI
- Remote Management
- Three Year Warranty
- Trade-up program available
- Up to 500 GB native capacity



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Rack Mount Library

Virtual Booth 3817 • Virtual Product 1612



301897-B22

The HP MSL5030 defines a new segment in the mid range automation segment, with high availability features normally found on enterprise libraries. Multi unit scalability allows the library to grow with your performance and capacity requirements. The MSL5030 leads the industry in storage density with 2 Ultrium drives and 30 slots in a 5U design.



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Backup Hardware Appliance

Virtual Booth 4071 • Virtual Product 2031



Idealstor is a complete backup system with ejectable inexpensive IDE ATA disks which are used for backup, while protecting your current investment in backup software. It offers the speed and reliability of disk, the portability of tape and a backup platform that for the first time outperforms tape drives & libraries in performance, reliability, scalability, ease of use and functionality.



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6x100 DLT/LTO Library

Virtual Booth 3420 • Virtual Product 950



Need more capacity, but still want to use DLT and LTO technologies? 100-PAk provides up to 22TB of data storage capacity using 6 drives and 100 tapes. Data center backup, 6x100 with SDLT320, LTO-1, LTO-2 10 TB to 20TB. 1-slot mailbox for media management; hot swap drives; power on to ready in under 80 seconds. Drives supported: DLT-8000; SDLT-220/320; LTO-1/LTO-2



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Enterprise Tape Library

Virtual Booth 3798 • Virtual Product 1570



- Spectra® T950 Library
- 100 to 6150 cartridges
- Up to 120 full-height drives with LTO, SAIT, SDLT and AIT-4
- LVD SCSI, 2GB Fibre Channel and Gigabit Ethernet
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- Includes 1 year of onsite SpectraGuard™ support

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Archive/Backup for SMB

Virtual Booth 188 • Virtual Product 2063



Starts at \$199
for 80GB



eXchange® The Tape Drive Alternative

- Store more, cost less, and run faster than tape drive
- Preformatted 80GB, 160GB, or 250GB of HD storage
- Removable Drive Cartridge Design
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8-In-1 Multi-Card Reader

Virtual Booth 4061 • Virtual Product 2013



Compliant with USB 2.0 specification
Supports multiple types of storage media - Memory Stick, CompactFlash, SmartMedia, MultiMedia, Secure Digital
Hi-Speed data transfer rate up to 480Mbps
LEDs indicate card insertion and data traffic
Dimensions: 102mm x 102mm x 26mm
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Network Attached Storage

Virtual Booth 357 • Virtual Product 1876



DataNAS Director

- Starting at 500GB to over 22TB storage
- Serial ATA hot-swap HDs
- 2GB ECC DDR memory
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- Real-time Antivirus scanning
- SmartSync tapeless disk-to-disk replication
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- Auto-loader/library tape-backup support, NDMP



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Auto CD/DVD Duplicator

Virtual Booth 4036 • Virtual Product 1973



Professional High Quality, Automated CD/DVD Duplicator System

- Fast Robotic Handler
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- Locking Security Cover Option Available
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CD-R / DVD±R Duplicator

Virtual Booth 3368 • Virtual Product 847



CD-R \$990 DVD-R / ±R \$1790

Reflex Pro7 standalone CD-R & DVD±R duplicators NO HOST PC NEEDED!

Store frequently copied CD or DVD images in the ReflexPro7. **Throughput:** Duplicates at least 119 CD-Rs, 42 DVD-Rs or DVD+Rs per hour. **Drives:** (7)52x CD-R drives or 8x DVD+/-R/48x CD-R drives. **Hard Drive:** Includes 80GB (CD) or 120GB (DVD) for storing frequently copied discs. **Warranty:** 1 year warranty & free lifetime technical support. Connect to a PC or Mac with an optional USB 2.0.



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Blue-Laser Library System

Virtual Booth 3598 • Virtual Product 2020



AXIS-Blue Library System

- Up to 1.56TB Storage Capacity
- Highly Reliable - MSBF 1,500,000 Cycles
- Ultra 160LVD/SE SCSI Interface
- Compact design - rack mount 6U Chassis
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- Expandable to meet growing requirements



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Auto CD/DVD Duplicator

Virtual Booth 4036 • Virtual Product 1973

Standalone DVD Duplicator

Virtual Booth 3598 • Virtual Product 1213



8x DVD+/-R Standalone Duplicator Tower w/ 40GB

- Standalone Duplicator NO HOST REQUIRED
- Duplicate Both DVD+R and DVD-R formats at 8x spd
- Duplicate DVD-R to DVD+R/DVD+R to DVD-R
- LCD menu with simple one-button copy feature
- 40GB hard drive for DVD/CD image library
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Dual Format DVD Copier

Virtual Booth 3921 • Virtual Product 1796



DVD / CD-R Tower Duplication System from the leader in CD - DVD-R Duplication, Condre Technology. Featuring 8X / 24X recording speed for DVD and CD-R, with a USB 2.0 connection for direct interface to PC or Mac. Ruggedized enclosure with multiple cooling fans for 100% Duty Cycle Performance, supports both DVD - R and DVD + R. Call today for details!



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Blue-Laser Storage Device

Virtual Booth 3598 • Virtual Product 2021



- 23GB storage capacity per disc
- Robust design – maintenance-free drive
- Highly reliable – MTBF 100,000H
- Fast Access – 11 MB/s maximum transfer rate
- Ultra 160 SCSI Interface
- Internal & External Models available
- Host Adapter & Backup Software w/kit (PC & MAC)



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Solid State Storage

Virtual Booth 1923 • Virtual Product 225

NSD RAMDISK

Instant Access Disk

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- Eliminate bottlenecks to the primary data storage system
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- Enhance customer service
- Reduce costs by extending server and software life
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Flash Drives

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Decrease data access times and increase data transfer rates with the most innovative and reliable solid-state E-Disk flash drives and storage solutions • Rugged, pure solid-state & non-volatile • Fibre Channel, SCSI, IDE/ATA interfaces • 2.5", 3.5" form factors • Patented security, data protection features • Made in USA



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Solid State Storage

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Solid State Storage

Virtual Booth 1923 • Virtual Product 225

- Eliminate bottlenecks to the primary data storage system
- Improve system performance and transaction volumes
- Enhance customer service
- Reduce costs by extending server and software life
- Reduce nightly, monthly, and quarterly batch processing

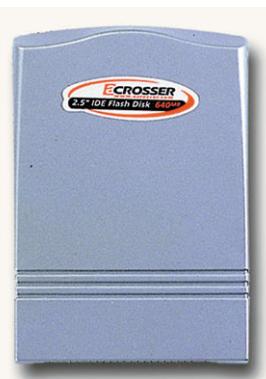
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Phone: (800) 640-5862
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2.5" IDE Flash Disk

Virtual Booth 1351 • Virtual Product 1785



- Capacity: up to 640MB
- Standard 2.5" hard disk form factor
- Standard IDE hard drive interface/connector
- Support up to PIO Mode 4
- Wear leveling function to extend life of Flash memory
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- Endurance: 1M Program/Erase cycles
- Data retention: 10 years, MTBF: 500,000 hours

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Serial ATA Storage

Virtual Booth 1217 • Virtual Product 1696



Padova Technologies SlickStor product line offers one of the most dense storage raid products on the market today. Rackmount 2U and 3U units can accommodate up to 4.8TBs of Serial ATA Disks in 2U and 6.4TBs in a 3U system. All SlickStor systems are configured with SCSI, Single or Dual Fiber Channel RAID Controllers. Starting under \$5,000.00

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Technologies

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External Storage Solution

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The **Accusys Acuta** series is a newly designed ATA external solution which lets you easily secure your data without bothersome setup procedures. It is the answer to your storage requirements.

- High Convenience, Supports Multiple Host Interfaces
- USB 2.0 or 1394 FireWire A/B host interface
- SATA host interface
- No utility, no driver needed

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The RAID Architects

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EMAIL: sales@accusys.com.tw

SATA RAID Storage

Virtual Booth 188 • Virtual Product 499



- 2U, 8 drives DAS with hot swappable component
- Host Support: Ultra320 SCSI or Fibre 2G Optical
- AV-certified for NLE: SD & HD editing (PC & Mac)
- IT-certified: SANRAD iSCSI & Qlogic Fibre Switch
- RAID: 0, 1, (0+1), 3, 5 with Remote Management
- Support up to 3.2TB in 2U & 6.4TB in 3U Rackmount
- Ideal for Clustering, D2D Backup, SAN, NLE Editing



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ATA NAS Chassis

Virtual Booth 3643 • Virtual Product 1198



StorTrends 2104 ATA NAS

- 1U system with support for up to four ATA hard drives
- Up to 1.2TB capacity
- Dual Gb Ethernet (PCI-X)
- AMI-designed, Linux-based NAS software
- Active Directory Services (ADS), Access Control List
- Snapshot, journaling file system, NIS

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- Unsurpassed scalability

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3TB NAS Storage Appliance

Virtual Booth 699 • Virtual Product 1795



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- Dual 2.4GHz Xeons, 2GB ECC Reg. DDR Memory
- 10 x Hot Swap SATA Data Drives
- 2 x OS Drives Mirrored for failover
- 460W Redundant Power Supply
- Hardware RAID 0, 1, 5, 5+
- 2 x Gigabit LAN ports

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fs[ix] Network Storage

Virtual Booth 4030 • Virtual Product 1969



fs[ix] Titan II 250GB Server

- Contains 250GB of disk capacity
- RAID 0 data protection
- Gigabit Ethernet network connection
- Made in the USA

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Intelligent FC-FC Storage

Virtual Booth 3656 • Virtual Product 1218



iQ1000 is an affordable SAN storage system w/embedded intelligence • Includes enterprise functionality: storage virtualization, snapshot, mirroring, remote replication, storage provisioning & automated capacity growth • Used for storage consolidation, business continuance & disaster recovery • Up to 4GB cache • Scales up to 17.6TB • All components are hot-swappable & redundant • 3-year warranty.

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Scalable SAN Solution

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EMC CLARiON CX300

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4 Terabyte SAN Bundle

Virtual Booth 374 • Virtual Product 1204



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Storage Area Network Bundle Includes:

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- 8 Port 2-Gigabit Fibre Channel Switch (expandable to 16)
- (4) 2-Gigabit Fibre Channel Host Bus Adapters
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Intelligent FC-SATA Storage

Virtual Booth 3656 • Virtual Product 1219



iQ1200 is the first all-in-one FC-SATA SAN storage system with embedded intelligence • Includes enterprise functionality: storage virtualization, snapshot, mirroring, remote replication, storage provisioning & automated capacity growth • Used as virtual tape library, disk-to-disk-to-tape, for fixed content, reference material, digital media or electronic vaulting • Up to 4GB cache • Components hot-swappable.

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Online Disk Vault

Virtual Booth 3915 • Virtual Product 1784



ATABeast rewrites rules for cost effective RAID storage

- 2Gb Fibre Channel OR SCSI interface connectivity
- Enterprise-class functionality & features using ATA drives
- Sophisticated browser-based RAID management
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3U 16 Bay Raid Subsystem

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USB Flash Drive

Virtual Booth 3857 • Virtual Product 1670



CRUZER® TITANIUM USB FLASH DRIVE
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Thin Client Solutions

Virtual Booth 3628 • Virtual Product 1172

MinIT6000 Thin Client Connectivity Suite

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EMC Symmetrix DMX

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- 146.8GB, Ultra320 SCSI LVD, 10000 rpm, 3.5" x 1/3H

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The USB 2.0 Hi-Speed flash drive is designed to withstand harsh working environments and operating conditions and physically protect the valuable data of business and power users. Features a titanium-coated metal casing. This is one of the fastest USB flash drives on the market: write speed-13MBps., read speed 15MBps.



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Thin Client Solutions

Virtual Booth 3628 • Virtual Product 1172

MinIT6000 Thin Client Connectivity Suite

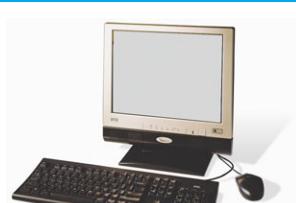
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Mini Computer Node

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Collaboration Software

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Business Intelligence

Virtual Booth 4093 • Virtual Product 2056



BLADEWORKS

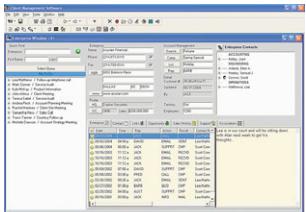
Bladeworks™ enterprise software is the only configurable, plug-and-play solution that searches, analyzes, and operates on transactional and historical data in real-time across remote and disparate databases. Bladeworks has the unique ability to discover similarities and non-obvious relationships in data in real-time and apply the results of data analysis to an operational environment.

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CRM Software

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Process Automation

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- Automate repetitive or labor-intensive operations, freeing valuable IT staff time for higher-value operations.
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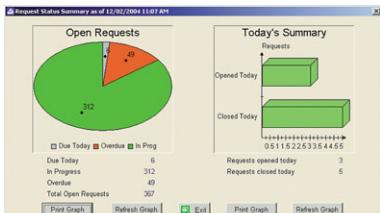
Active Reasoning closes the gap between NSM and Service Management solutions, focusing on the human actions that support service delivery.

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ACTIVE REASONING

Help Desk & CRM Solutions

Virtual Booth 4160 • Virtual Product 2143



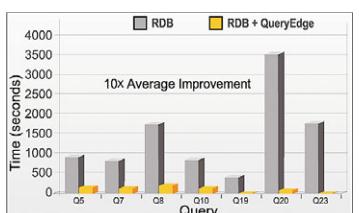
NetKeeper lets you give superior customer service and make faster, informed business decisions. NetKeeper manages service and sales to increase productivity and customer satisfaction with integrated tools for automated call entry, Web self service, email, knowledgebase, inventory and reporting. NetKeeper is easy to deploy & to use and requires no programming ability to customize.

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Virtual Booth 4055 • Virtual Product 2004



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Data Synchronization Tool

Virtual Booth 4070 • Virtual Product 2029

MaXware ExpressSync

MaXware's ExpressSync is a one-to-one data synchronization tool that enables enterprises to easily manage their identity integration requirements. ExpressSync securely moves data between any two repositories or applications - regardless of platform, protocol, type or location. ExpressSync is a low cost, scalable solution designed to meet the critical needs of an organization, improve efficiency and provide a rapid return-on-investment. The MaXware ExpressSync is one component of MaXware's overall Identity Management offering including Meta Directory, Virtual Directory, Workflow, Provisioning and Password Management.



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Asset Management

Virtual Booth 3964 • Virtual Product 1879



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Business Process Mgmt.

Virtual Booth 3773 • Virtual Product 1537

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Unlock the mysteries of how to model, automate, manage and optimize business processes across your organization to gain true competitive advantage.

Visit www.ultimus.com/investigate.htm for access to:

- Research notes from industry analysts
- Case studies of successful BPM deployments
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Email Utility

Virtual Booth 4080 • Virtual Product 2042

Accellion OneCopy™

The Accellion OneCopy™ immediately improves mail performance by removing attachments from the messaging server. For IT staff, Accellion reduces mailbox storage - by up to 80% - and makes backup and restore times dramatically faster. For users, they will no longer hit mailbox quota limits.

Accellion OneCopy allows IT to regularly and automatically remove attachments from the messaging server, replacing each attachment with a secure link. Attachments can be moved to any integrated storage. The email message remains intact and searchable. Attachments are accessible by simply clicking on the link.



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Automation Solutions

Virtual Booth 4097 • Virtual Product 2061

Application Automation Solutions

Tidal Software Inc is a leading provider of application automation, integration, and management solutions. Tidal provides organizations with products that ensure applications run at peak efficiency and bolster the business value that companies need to be successful.

- Increases productivity by delivering automation across a wider portion of your enterprise
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- Maximizes scalability to handle your largest applications and networks
- Optimizes service and competitive advantage by speeding mission-critical business application processing



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Transaction Processing

Virtual Booth 3926 • Virtual Product 1808

Adaptive Server Enterprise (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. Continuing the legacy of business-critical performance and cost-effective computing, ASE 12.5.2 is faster, more efficient, and easier to deploy and maintain.

Sybase ASE is focused on the core factors that affect total cost of ownership-operational requirements, system performance, and application development. Sybase ASE includes built-in self-management tools, wizards to automate routine tasks, advanced XML and Web services support, and real-time message services when used with the Sybase Real-Time Data Services (RTDS) package.



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Application Portfolio Mgmt

Virtual Booth 3886 • Virtual Product 1734

Better IT Management, More Effective Decision Making
By accurately consolidating multiple levels of information into an enterprise-wide Application Portfolio Management (APM) system, **BluePhoenix™ IT Discovery** helps companies keep track of system inventories, resources, and interrelationships. The automated solution provides detailed impact analysis reports for centralized and distributed IT systems by mapping systemwide activity and all interactions between applications and other software components. IT Discovery provides IT and business executives with the centralized view of information needed to create an objective version of the company's IT environment. This "bigger picture" facilitates more effective understanding, management, and maintenance of IT environments, enabling companies to reduce ongoing costs and improve decision making processes.

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Communication Software

Virtual Booth 4166 • Virtual Product 2153

insta-REACT! is a SIP-based converged platform for instant voice communications. It provides an all-in-one communication solution as well as a one to one, one to many, and many to many voice communications. All features are delivered on a single software user interface on the user's PC using the corporate network. The Solution provides secure, standard-based multimedia communications including:

- Instant Message (IM)
- Numberless Dialing (Paging)
- Voice recording
- Dynamic conferencing
- Presence
- Intercom
- Conferencing
- Push to talk

The system feature set is optimized to support the communications needs of any enterprise seeking instant group voice communications, remote workgroups, telecommuters and mobile workforces.

Pangean Technologies

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Document Creation Software

Virtual Booth 4072 • Virtual Product 2032

Dialogue for enterprise personalization

Exstream's Dialogue™ software is a next generation enterprise personalization solution that helps businesses around the world connect with their customers through higher quality, fully personalized communications—delivered through print and electronic channels. Dialogue empowers companies in the financial services, insurance, service bureau, telecommunications, and utilities industries to get high-volume critical documents and relevant information to customers up to 60 percent faster, reduce development and delivery costs by as much as 80 percent, and significantly improve customer retention.



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Project Management

Virtual Booth 4096 • Virtual Product 2059

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Web Performance Software

Virtual Booth 3858 • Virtual Product 1673

Deliver LAN Performance to WAN Users

Most Web applications are fast on the LAN but slow on the WAN. Network bandwidth and latency issues as well as protocol overhead impact an application's performance. Pivia's Web application optimization solution combines many technologies, including:

- Application Smart Caching - Reduces server load and latency
- Express Documents - optimizes document viewing to provide the industry's only solution that accelerates LAN, WAN, Internet and extranet applications creating a complete solution for all users regardless of location. Pivia boosts quality of service for CRM, enterprise portals, ERP applications and document collaboration.

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Internet Traffic Management

Virtual Booth 3963 • Virtual Product 1880

Internet traffic management technologies provide full availability, optimal performance, and eliminate downtime. These solutions are critical pieces of any business-driving web-based application. Internet traffic management solutions include:

- Health monitoring
- Load balancing
- Bandwidth management
- Traffic redirection
- Denial of service protection

By using intelligent traffic management technologies, you can control bandwidth service levels across all Internet links, provide optimum server resource sharing and redundancy, accelerate responsiveness, and maximize your return on investment.



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Availability / Load Balancing

Virtual Booth 4168 • Virtual Product 2155

StoneBeat®



The StoneBeat product line is the market leading software-based high availability and load balancing solution for network security. StoneBeat's award-winning technology maximizes the effectiveness & availability of critical network components, such as 3rd party firewalls, antivirus protection, email/Web content scanning, malicious mobile code protection servers & intrusion detection network sensors.

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Network Anomaly Detection

Virtual Booth 3945 • Virtual Product 1839

QRadar



QRadar Network Anomaly Detection

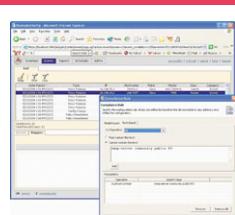
Security is focused on your network's perimeter. So who's monitoring internal activity that threatens your network? QRadar maintains 24-hour vigilance to counter these threats. It learns normal behavior, flags irregular activities and their source, then identifies corrective measures. Only QRadar can pinpoint network anomalies in real time.

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Change/Configuration Mgmt.

Virtual Booth 3889 • Virtual Product 1752



DeviceAuthority Suite -- the leading multi-vendor Network Change & Configuration Management solution providing:

- Real-time visibility and reporting of device configurations
- Automated compliance and standards management
- Reliable, secure, automated implementation of changes

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Network Configuration

Virtual Booth 4147 • Virtual Product 2123



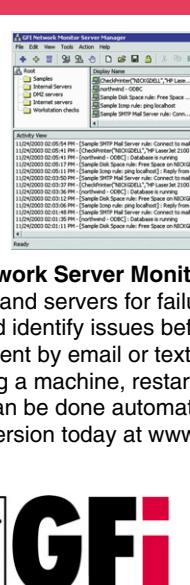
VoyenceControl! is a complete network configuration management solution from design to deployment to reporting. **VoyenceControl!** improves network security and increases availability by preventing errors from being introduced during the design or change process. **VoyenceControl!** significantly reduces the time, resources and costs associated with managing complex networks.



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Network & Server Monitor

Virtual Booth 3805 • Virtual Product 1589



GFI Network Server Monitor automatically monitors your network and servers for failures and allows administrators to fix and identify issues before users report them. Alerts can be sent by email or text message. Actions, such as rebooting a machine, restarting a service or running a script, can be done automatically. Download your free evaluation version today at www.gfi.com/npp!

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Network Monitoring & Mgmt.

Virtual Booth 3935 • Virtual Product 1823



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Network Analyzer

Virtual Booth 3249 • Virtual Product 838



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- Real-time packet capture and decode
- One solution for LAN, WAN, Gigabit, 802.11a/b/g
- Over 500 Expert Events
- 4GB packet capture buffer
- VLAN, VoIP and Application Analysis
- Supports SNMP, RMON1, RMON2 and HCRMON

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Change Management/Audit

Virtual Booth 3725 • Virtual Product 1426

FireMon is a firewall policy and device change management and auditing product

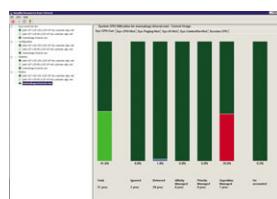
- **Comprehensive Audit Functionality** - audit any Check Point policy or Cisco device configuration to ensure compliance with corporate or governmental expectations
- **Side-by-Side Policy or Configuration Comparison** - easily track changes made to any rule base/configuration
- **Policy Test** - based on source, destination and service, determine how traffic is handled at the firewall
- **Complete Change Management** - archive and track all changes made across time and the enterprise ensuring expected and consistent behavior
- **Performance Monitoring** - monitor the performance of any Nokia or Cisco device to ensure consistent behavior and uptime



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Terminal Server Mgmt.

Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's **Simplify** applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the **Simplify Suite** creates significant ROI.

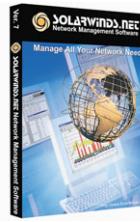


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Networking Management

Virtual Booth 4108 • Virtual Product 2079



The SolarWinds Engineer's Edition Version 7 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools.



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Enterprise Software

Virtual Booth 4083 • Virtual Product 2046

IPsonar 3.0® enterprise software consists of several interrelated discovery processes that find routes and routers, hosts, servers, wireless access points, unauthorized connections or hosts, and perimeter leaks.

Discovery Processes

- Network Discovery
- Server Discovery
- Leak Discovery
- Wireless Discovery

IPsonar uses multiple entry points, or Sensors, within a network to form an "IPsonar Grid" sweeping the far corners of the network for anomalies. These entry points can be moved throughout your network - a portability providing the flexibility needed for managing enterprise networks that are continually being optimized or changing to meet new business mandates.



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Network Analyzer

Virtual Booth 3249 • Virtual Product 838

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- Over 500 Expert Events
- 4GB packet capture buffer
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Network Analysis Software

Virtual Booth 3801 • Virtual Product 1580



NetVoyant is a family of software products that provide network performance analysis and reporting solutions for the management of computer network infrastructure, critical servers, and applications. The system is scalable from the smallest enterprise to those with multiple locations or network operation centers where remote monitoring is required. NetVoyant automatically retrieves and compiles network statistics, performs analyses of those statistics, and provides graphical reports including baseline performance, bandwidth utilization, network volume, traffic, and trends. All solutions are available on Solaris, Linux, and Windows™ platforms.

NetVoyant lets you understand what is really happening on your network, from a LAN and WAN perspective, so that you can make informed decisions.



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Network Analysis Solutions

Virtual Booth 4011 • Virtual Product 1957

WildPackets' Omni3 is an advanced network fault analysis platform built from the ground up to increase network uptime and IT productivity.

Key Benefits

- Faster resolution of faults
- Improved visibility into all parts of the network
- Increased uptime and network performance

Key Features

- OmniPeek Console for centralized monitoring and troubleshooting
- Distributed Omni3 engines for packet capture and analysis
- Interfaces include 10/100, 802.11 wireless, full duplex Gigabit, and WAN

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Change Management/Audit

Virtual Booth 3725 • Virtual Product 1426

FireMon is a firewall policy and device change management and auditing product

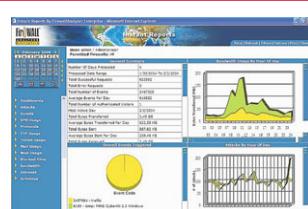
- **Comprehensive Audit Functionality** - audit any Check Point policy or Cisco device configuration to ensure compliance with corporate or governmental expectations
- **Side-by-Side Policy or Configuration Comparison** - easily track changes made to any rule base/configuration
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Firewall Analysis Software

Virtual Booth 3746 • Virtual Product 1474



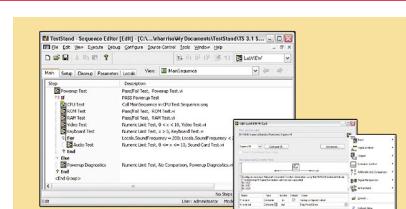
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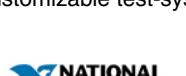
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Test Management

Virtual Booth 4082 • Virtual Product 2025



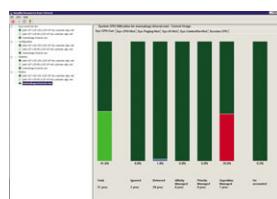
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Terminal Server Mgmt.

Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's **Simplify** applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the **Simplify Suite** creates significant ROI.



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Terminal Server Performance

Virtual Booth 4094 • Virtual Product 2057



TScale provides improved application performance and reliability while increasing the capacity of your servers by up to 40% or more!

Get it all in a single, cost effective solution! TScale applies the appropriate combination of optimization techniques to prevent rogue applications from spiking the CPU for better user satisfaction, while reducing virtual memory for increased server capacity to reduce costs.

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- Improved system and application response times!
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Application Development

Virtual Booth 3887 • Virtual Product 1745



OpenInsight is The Application Developer's Toolkit
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Content Security Kit

Virtual Booth 3953 • Virtual Product 1912



Content Security Acceleration Development Kit

- Boost performance of existing Antivirus, Antispam and Content Filtering apps. - NO hardware expertise required.
- Includes 2xPCI Accelerator Cards - fast pattern matching, decompression and bayesian classification.
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SCSI Reference Library

Virtual Booth 3820 • Virtual Product 1613

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Wireless Access To CRM

Virtual Booth 3958 • Virtual Product 1873



Air2Web's **2CRM** is a set of mobile solutions enabling secure, wireless access to critical data from companies' FFA, Call Center, and SFA applications, including Siebel. From a wireless device, employees are able to securely access, work with, and respond to enterprise data whenever and wherever they are.



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Remote Enterprise Mgmt.

Virtual Booth 3955 • Virtual Product 1863



Tool Categories
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Queues
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Mailboxes
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Computer Tools

Infrastructure Command and Control (IC²) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC²'s unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.



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CGM-to-SVG Software

Virtual Booth 4101 • Virtual Product 2169

Quick.SVG 2005

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Quick.SVG is Computer Graphics Metafile (CGM) to Scalable Vector Graphics (SVG) conversion software. The conversion is clean and allows for custom CGM meta data handling via XSLT. Quick.SVG provides many powerful features and can batch convert hundreds of graphics at a time. Powerful command line capabilities and API provides developers with the tools necessary to bring your legacy graphics up-to-date with the latest technology. Also, using an open standard such as SVG offers many benefits to you and your customers. The software comes with a handy Adobe SVG Viewer™ context menu editor that allows you to create a context menu to apply to all of your converted SVGs during batch processing.



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Fax: (405) 235-2250
WEB SITE: www.docsoft.com
EMAIL: sales@docsoft.com

Test Automation

Virtual Booth 4098 • Virtual Product 2062



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.



5645 Gibraltar Drive
Pleasanton, CA 94588
Phone: (925) 924-9500
Fax: (925) 924-9600
WEB SITE: www.adventnet.com
EMAIL: info@adventnet.com

Content Transformation

Virtual Booth 3926 • Virtual Product 1809

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.



One Sybase Drive
Dublin, CA 95468
Phone: (800) 801-2069
Fax: (519) 747-4971
WEB SITE: www.ianywhere.com
EMAIL: contactus@ianywhere.com

Application Mgmt Suite

Virtual Booth 4141 • Virtual Product 2114

Say goodbye to tension headaches, achy back muscles, and the pains that appear each time application issues occur. With DataVelocity you can experience: *The comfort of error free application rollouts *The ease of bug free code *The joy of a monitored, stable IT environment *And the peace of quiet phones after an application upgrade. DataVelocity are database specialists and tension easers. We protect database environments from unforeseen disasters including data corruption, application failures and more. Our purpose is to prevent your environment from suffering any outages, protect the business from any down time and provide you with time to relax and breathe.

Contact us now to qualify for free trial & complimentary gift!



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Fax: (973) 338-2201
WEB SITE: www.data-velocity.com
EMAIL: info@data-velocity.com

Wireless Access To CRM

Virtual Booth 3958 • Virtual Product 1873



Air2Web's **2CRM** is a set of mobile solutions enabling secure, wireless access to critical data from companies' FFA, Call Center, and SFA applications, including Siebel. From a wireless device, employees are able to securely access, work with, and respond to enterprise data whenever and wherever they are.



1230 Peachtree St. NE, 12th Floor
Atlanta, GA 30309
Phone: (404) 942-5300
Fax: (404) 815-7708
WEB SITE: www.air2web.com
EMAIL: info@air2web.com



238 Littleton Road
Westford, MA 01866
Phone: (866) 781-8642
Fax: (978) 392-8679
WEB SITE: www.voiceautomation.com
EMAIL: sales@voiceautomation.com

Packaged Speech Application

Virtual Booth 4068 • Virtual Product 2027

Voice-Enabled CRM

Voice Automation introduces voice-enabled CRM, an out-of-the-box packaged speech application. This simple-to-use mobility solution for the phone requires no custom setup or training. At any time, and from any place, users can quickly and securely call in to the CRM. Using a set of simple voice commands, users can read and write up-to-the-minute enterprise data, including email, appointments, contacts, quotes, and much more. While traveling or whenever the Internet is unavailable, Voice Automation is the always-available productivity solution that keeps remote workers in touch.

Wireless Access To Email

Virtual Booth 3958 • Virtual Product 1872



Air2Web's 2Mail solution enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a single solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.



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Fax: (404) 815-7708
WEB SITE: www.air2web.com
EMAIL: info@air2web.com

Remote Enterprise Mgmt.

Virtual Booth 3955 • Virtual Product 1863



Tool Categories
Exchange Servers
Server States
Queues
Logged On Users
Mailboxes
Public Folders
Computer Tools

Infrastructure Command and Control (IC²) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC²'s unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.



2300 Corporate Park Dr., Ste. 410
Herndon, VA 20171
Phone: (571) 203-8300
Fax: (571) 203-8310
WEB SITE: www.ecutel.com
EMAIL: info@ecutel.com

iSeries Software

Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the **iSeries**, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On **iSeries**, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.



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Wilmington, DE 19808
Phone: (800) 787-7092
Fax: (302) 225-7505
WEB SITE: www.CQAInc.com
EMAIL: sales@CQAInc.com

Enterprise Security Software

Virtual Booth 3826 • Virtual Product 1621



ENDFORCE Enterprise software enables enterprises to ensure users' workstations are compliant with current security policy, before granting network access. The software enforces policy for operating system patch level, best-of-breed personal firewalls and antivirus applications, and is extensible to include other emerging security products.



565 Metro Place South, Suite 300
Phone: (866) 777-2537
WEB SITE: www.endforce.com
EMAIL: sales@endforce.com

Dublin, OH 43017
Fax: (614) 923-6299
EMAIL: sales@endforce.com

Endpoint Security Solution

Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are up-to-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.



361 Centennial Pkwy. Suite 270
Louisville, CO 80027
Phone: (303) 381-3800
Fax: (303) 381-3881
WEB SITE: www.stillsecure.com
EMAIL: sales@stillsecure.com

Processor.com

Mobility Identity Enforcement

Virtual Booth 3966 • Virtual Product 1822

Synctomi Virtual Network Segmentation™—VNS™

Synctomi appliances combine identity-based access control, integrated worm and other threat protection with wire speed performance. By uniquely combining packet filtering and directory communications, which is integrated with a network's existing authentication method, the VNS appliance creates a unique, self-contained communication between each user and the network. Not only are resources and ports exposed on a need to know basis dynamically, the device increases security by eliminating any view of all other resources in the network topology.



One Secure Place
Phone: (814) 438-8200
WEB SITE: www.synctomi.com

Union City, PA 16438
Fax: (814) 438-8203
EMAIL: sales@synctomi.com

Password Management

Virtual Booth 4092 • Virtual Product 2054

Single Sign On, Flexible Password Management
SSO Plus is an easy-to-use, flexible password management product. It provides the user with the ability to access all applications on their desktop using a single user ID and password. After the user has logged onto their PC, they can access password-protected applications on their desktop without the need to enter any further credentials. SSO Plus learns the logon credentials of each application started on the user's desktop. When the application is next started, SSO Plus will automatically enter the required logon credentials. There is no need for users to write down the logon credentials for each application; no need for password synchronization, and it encourages the use of strong passwords. PassGo also has a free version of SSO Plus available for non-commercial use -- www.ssoplus.com

651 Holiday Drive - Suite 300
Pittsburgh, PA 15220
Phone: (888) 652-3983

WEB SITE: www.passgo.com
EMAIL: sales@passgo.com



Password Management Tool

Virtual Booth 4115 • Virtual Product 2088

RoboForm 6.0

Imagine an online world where you no longer have to remember various usernames & passwords for the dozens of sites that you visit. The new RoboForm 6.0 password management & form filling tool memorizes online passwords, automatically logs users onto Web sites, generates random secure passwords and fills out long registration forms with one click. This latest version allows users to take their "identity" - password details wherever they travel on a USB key, along with a PDA version.



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Phone: (877) 762-6367
WEB SITE: www.siber.com

Fairfax, VA 22033
Fax: (703) 716-4812
EMAIL: ask@siber.com

User ID Mgmt Solution

Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

AccountCourier provides:

- Clear and measurable benefits for your company's IT department, HR managers, business managers, employees, business partners, and customers.
- Best-in-class account provisioning features for maximum security, efficiency, productivity, cost-savings, and ROI.
- Flexible technology that integrates with and leverages your existing identity stores, service desk applications, messaging systems, and IT systems.



1881 Worcester Road
Framingham, MA 01701
Phone: (866) 268-7466
Fax: (508) 879-8500
WEB SITE: www.courion.com
EMAIL: sales@courion.com

Access Management Software

Virtual Booth 3763 • Virtual Product 1529

Entegrity AssureAccess

AssureAccess allows Web and J2EE application developers deploying secure e-business solutions to easily include authentication, single sign-on, authorization, audit, user management and security policy administration in their applications without building custom security code for each application.

Through AssureAccess, organizations can quickly deploy and update their security resulting in:

- More reliable security implementations
- Shorter and more predictable deployment schedules
- Lower overall application development costs



410 Amherst Street, Suite 150
Phone: (800) 525-4343
WEB SITE: www.verity.com

Nashua, NH 03063
Fax: (603) 882-6092
EMAIL: sales@verity.com

Quadruple Patch Panel Density



Angled Patch Panel

Eliminates Need for Horizontal Cable Managers

High-Density Patch Panel

48 Ports in One Rack Space



PANDUIT Angled Patch Panels manage high-density network applications in up to one-fourth the area of conventional cable management systems. Angled Patch Panels facilitate proper bend radius of each cable as it is routed directly into a vertical cable manager, eliminating the need for horizontal cable managers. **PANDUIT** offers angled solutions for all high-density installations:

- **MINI-COM® High Density Angled Modular Patch Panels** increase the density by featuring 48 ports in one rack space or 72 ports in two rack spaces
- **DP6® PLUS and DP5e® Angled Patch Panels** feature punchdown style termination on the back of each panel for Category 6 and 5e performance
- **MINI-COM® Angled Flush Mount Modular Patch Panels** include rear mount faceplates, allowing the modules to be flush with the front of the patch panels
- **MINI-COM® ULTIMATE ID™ Angled Modular Patch Panels** provide TIA/EIA-606-A compliant installations or customized labeling for specific applications

MINI-COM® Patch Panels accept all **MINI-COM®** Modules for copper, fiber and coax to facilitate future upgrades. **PANDUIT** offers a range of cable management products with integral bend radius control that, when used with angled patch panels, eliminate the need for horizontal cable managers. In combination, these products provide the user with the ultimate high-density cable management system.



Service Provider
Solution Partner

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PANDUIT is a Global Leader
Providing Innovative Networking
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- **Racks and Cable Management**
- **Network Identification Systems**
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- **Zone Cabling Systems**
- **Network Cable Ties and Accessories**
- **Network Grounding Systems**



Deep Packet Inspection is Obsolete.

Single packet inspection firewalls can't protect your network from attacks like Code Red, MyDoom, and Bagel that are concealed within a stream of packets.

Only Total Stream Protection™ from CyberGuard enforces security across the entire data stream. All layers - all the time.

For more information about TSP visit:
<http://lz.cyberguard.com/pm>



**Total Stream™
PROTECTION**
Deeper • Wider • Faster
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Certificate Authority

Virtual Booth 3828 • Virtual Product 1624

Issue Universally Trusted SSL Certificates
OmniRoot is the exclusive public root certificate predistributed in 99% of the world's Web browsers as well as a wide range of IT platforms and other devices such as mobile phones.

By chaining your identity and trust infrastructure to OmniRoot, you can guarantee that the digital certificates you issue will be automatically recognized and accepted by your end-users' browsers since they both link to a common trust point.

Betrusted offers both prepackaged and custom tailored SSL certificate solutions that incorporate OmniRoot - So whether you need to secure one server or multiple servers there's a service for you.

275 Madison Avenue
New York, NY 10016
Phone: (646) 375-7500
Fax: (646) 375-7501
WEB SITE: www.betrusted.com
EMAIL: sales@betrusted.com



Secure Authentication

Virtual Booth 3833 • Virtual Product 1629



Datakey Axis is a **software** and **Smart Card solution** that delivers simplified & secure authentication for a full range of enterprise applications & network resources. It provides a definitive answer for those enterprises that are struggling with password-based authentication environments. Datakey Axis takes the user out of the security loop so organizations regain control of authentication.

407 West Travelers Trail
Burnsville, MN 55337
Phone: (888) 328-2539
Fax: (952) 890-2726
WEB SITE: www.datakey.com
EMAIL: sales@datakey.com



Triple Factor Authentication

Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution
With the **BioStik™**, Index Security Inc. and partner SecureMethods provide a Bio-PKI Network Solution offering "Triple Factor Authentication"; a legally binding digital signature with a Transaction-based Audit Trail. Our Bio-PKI solution is the highest level of data security today, DoD grade. An embedded PKI appliance mechanism grants your users access biometrically, with a digitally signed and encrypted remote access to your servers especially via the Web, at the same time it leaves a complete audit trail of transactions of file accesses, including who, what, when, where, and how they did it rather than by normal session base. This solution seamlessly provides the highest level of security, for multiple application servers without the need for modification and is at a reasonable cost, without client licensing charges.



500 Parker Avenue, Suite G
Deal, NJ 07723-1435
Phone: (732) 531-9209
Fax: (732) 531-2307
WEB SITE: www.index-security.com
EMAIL: info@index-security.com

Database Auditing Software

Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits

- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- Easy-to-use interface based on Windows 9x / NT / 2000 / XP.



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Fax: (516) 393-5842
WEB SITE: www.wizsoft.com
EMAIL: sales@wizsoft.com

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Web Authentication

Virtual Booth 3944 • Virtual Product 1838

Entrust
TruePass™



You can't choose your users; however, you can choose their method of authentication. Entrust TruePass delivers strong authentication for the Web that is easy to use - increasing security and reducing help-desk calls to a minimum. It is easy to deploy and allows users maximum mobility to access sensitive applications from any location through only a Web browser.

Entrust
Securing Digital Identities & Information

1000 Innovation Drive
Ottawa, ON K2K 3E7 Canada
Phone: (888) 690-2424
Fax: (613) 270-2501
WEB SITE: www.entrust.com/truepass/pro
EMAIL: entrust@entrust.com

Fingerprint Logon Software

Virtual Booth 3866 • Virtual Product 1702



Security. Mobility. ROI. Coming to an operating system near you. The **Identix BioLogon® Software Suite** offers the complete solution for all your desktop and network fingerprint authentication needs. A complete multifactor authentication solution, BioLogon provides fingerprint and password support. The result: increased security, lower administrative costs, and added convenience.

identix

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Minnetonka, MN 55343
Phone: (952) 932-0888
Fax: (952) 932-7181
WEB SITE: www.identix.com
EMAIL: info@identix.com

Secure Authentication

Virtual Booth 3833 • Virtual Product 1629

Remote Access Authentication

Virtual Booth 3651 • Virtual Product 1206

COBAS REMOTE ACCESS™ (VPN)

COBAS is the most secure and versatile authentication software in the world. The platform can work with any operating system, biometric or Smart Card Reader and allows you to store templates in a Centralized Database, localized hard drive, or Smart Card. Imagine entering your "username only" and hitting the login button and two seconds later wherever you're at the phone rings and performs a dual factor, tri-factor or multiperson authentication without having to run any client side software on that computer, laptop or PDA. The reason this method is so secure is because we split the pathway between the username and password, never sending pass-words or credentials over an IP-based network.

STRIKEFORCE TECHNOLOGIES, INC.

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Phone: (866) 787-4542
WEB SITE: www.sfrnj.com

Edison, NJ 08837
Fax: (732) 661-9647
EMAIL: info@sfrnj.com

Optical Fingerprint Reader

Virtual Booth 3866 • Virtual Product 1701



The BioTouch® PC Card provides a fully functional optical fingerprint reader inside a single Type II PC Card.

- Encryption option secures fingerprint image transmission between the reader and a computer
- Advanced CMOS camera technology delivers high image quality and reliability
- PCMCIA interface supports plug and play operation

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Fax: (952) 932-7181
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Triple Factor Authentication

Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution
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EMAIL: info@index-security.com

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- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- Easy-to-use interface based on Windows 9x / NT / 2000 / XP.



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Fax: (516) 393-5842
WEB SITE: www.wizsoft.com
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Database Security

Virtual Booth 4077 • Virtual Product 2037



Audit Suite provides a powerful, non-intrusive, data-security solution for corporate databases with a 24x7x365 audit-trail of all SQL requests. This ensures accountability and deters eavesdropping by trusted insiders.

- Detailed knowledge of who did what & when
- Instant regulatory compliance with SOX, HIPAA
- Security policies, real-time policy driven alerts
- Automatic archiving, activity summaries
- No impact on databases or applications
- Comprehensive database and platform support
- Comprehensive metrics including SQL query
- Comprehensive server, display & search filters
- Data analysis, correlation and custom reporting

Incache
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SmartCard Security Software

Virtual Booth 3580 • Virtual Product 1162



Access Control, Privacy and Convenience

- Strong Anti-Hacking Protection
- File Protection through Encryption
- Password Vault for Web sites
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360 Web

[www.360degreeweb.com](http://www.360degreeweb.com/pcom0402)

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WEB SITE: www.360degreeweb.com
EMAIL: sales@360degreeweb.com

Web Server Anonymization

Virtual Booth 4151 • Virtual Product 2126

servermask

ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.

port80
software

5252 Balboa Ave., Ste 707
San Diego, CA 92117
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WEB SITE: www.port80software.com
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Firewall Software

Virtual Booth 3636 • Virtual Product 1188



GB-Ware - Firewall Software

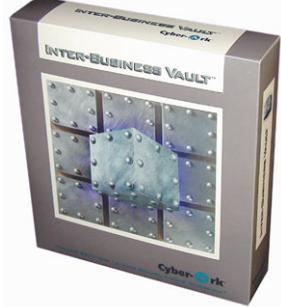
- Install on User-Configured Hardware
- 10 User and Unrestricted User Versions
- IKE VPN and 1 Mobile VPN Client License included
- Powered by GNAT Box System Software
- Certified by ISCA to meet 4.0 Corporate Standards



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Fax: (407) 380-6080
WEB SITE: www.gta.com
EMAIL: info@gta.com

Secure Instant WAN

Virtual Booth 3971 • Virtual Product 1888



270 Bridge Street, Suite 203
Phone: (781) 251-0670
WEB SITE: www.cyber-ark.com

Dedham, MA 02026
Phone: (781) 251-0678
EMAIL: sales@cyber-ark.com

The **Inter-Business Vault™** enables the creation of secure instant wide area networks (WANs) for connecting enterprises with partners, customers and sub-contractors over the Internet - enabling them to exchange information as if they have deployed a shared WAN, but without actually doing so. Cyber-Ark's leading Vaulting applications include Treasury Management Vault, CAD/CAM Vault, and Source Code Vault.

Processor.com

Security Linux

Virtual Booth 3726 • Virtual Product 1427



Award-Winning Security Solution

Astaro Security Linux provides six essential applications in a single, easy-to-manage package. It eliminates the need for multiple security products, which saves time & money. It includes firewall, VPN, antivirus, URL filtering, spam filtering, intrusion protection, remote access, application proxies, usage reporting and much more.



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Network Security Platform

Virtual Booth 3699 • Virtual Product 1285

Are your networks and routers easy prey?

Defend against perimeter intruders with one solution.

- DeepNines is the front line of defense in the battle against cyberattacks.
- DeepNines Security Platform integrates intelligent firewall, intrusion prevention, best-in-class antivirus functionality, spam filtering and forensic capture and reporting into a security software platform that operates outside the network infrastructure.
- The Sleuth9® Security System, which runs on the DeepNines Security Platform, sits invisibly at the perimeter of the network, exposing no MAC or IP address so it cannot be scanned or hacked, protecting the router and other critical network devices from attack.



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WEB SITE: www.deepnines.com
EMAIL: info@deepnines.com

Secure Instant WAN

Virtual Booth 3971 • Virtual Product 1888

The **Inter-Business Vault™** enables the creation of secure instant wide area networks (WANs) for connecting enterprises with partners, customers and sub-contractors over the Internet - enabling them to exchange information as if they have deployed a shared WAN, but without actually doing so. Cyber-Ark's leading Vaulting applications include Treasury Management Vault, CAD/CAM Vault, and Source Code Vault.

SSL VPN Solution

Virtual Booth 3694 • Virtual Product 1274

Netsilica EPN delivers scalable, secure deployments that fit your network & your remote access needs. Granular, application-level controls for every user that integrate with any authentication/authorization system (I&AM) for a complete enterprise solution.

- Complete Application-Aware Firewall
- Customizable Application-Level Security
- EPN goes beyond simplified remote access Delivering total access and security solutions
- Comprehensive Secure Remote Access
- Browser-based Access to any Application
- Multiple Deployment Options
- Software - Appliance - Managed Service



377 Hoes Lane, Suite 260
Piscataway, NJ 08854
Phone: (732) 465-1400
Fax: (732) 465-1409
WEB SITE: www.netsilica.com
EMAIL: info@netsilica.com

SSL VPN for Windows

Virtual Booth 4078 • Virtual Product 2040

OvisGate is browser-based Secure Sockets Layer (SSL) VPN software solution for Windows and can run on any Windows 2000 and XP computer. It builds a Virtual Private Network on the Internet in minutes and no client hardware or software needs to be installed. With OvisGate SSL VPN software installed, users can access a corporate intranet from anywhere, anytime and access it securely. OvisGate is the perfect solution for small businesses that need to provide confidential information to remote users, to multi-locations, to employees on the road, or to business partners or customers in need of accessing the corporate intranet. The time and energy saved by using OvisGate makes it the more financially safe and least problematic solution to your corporate access needs and it has the lowest cost among VPN solutions in the market.



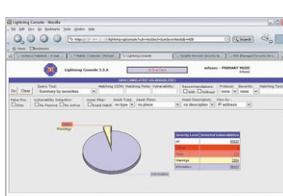
1301 John Reed Court
City of Industry, CA 91745
Phone: (626) 854-1805
Fax: (626) 854-0835
WEB SITE: www.ovisgate.com
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Security Management

Virtual Booth 3724 • Virtual Product 1425

Lightning 2.5

- Manages vulnerabilities and IDS events for small and large organizations
- Schedules vulnerability scans with one or more Nessus scanners
- Share security information with hundreds of administrators
- Support IDS events from Snort, ISS, IntruSheild, Dragon and many others
- Performs real-time vulnerability and IDS correlation



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Fax: (410) 510-1889
WEB SITE: www.tenablesecurity.com
EMAIL: sales@tenablesecurity.com

Monitor, Alert & Correct

Virtual Booth 3669 • Virtual Product 1247

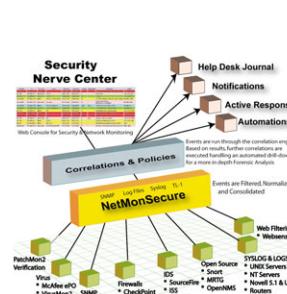
PageR Enterprise is the automatic server, device and event monitor that watches anything across your network to immediately notify the IT staff when important events occur. PageR runs on Windows NT/2000/XP to monitor servers, logfiles, services, TCP/IP, SNMP, disks, programs, Web pages/links, devices, bandwidth, power and more. When events occur, alerts are sent to phones, pagers, PDAs, etc.



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Fax: (401) 847-6701
WEB SITE: www.avtech.com
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Real-Time Event Correlation

Virtual Booth 3994 • Virtual Product 1940



- NetMonSecure™
- Full-featured SIM at an affordable price
- Network & Security Event Management
- Real-time threat correlation
- Automated real-time drill-down forensic analysis without programming
- Easy to install and use
- ROI almost immediate – get results on the first day
- Rules based security policies
- Notifications & Active Responses



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Fax: (908) 222-7929
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EMAIL: info@netmon2.com

Network Activity Analyzer

Virtual Booth 4064 • Virtual Product 2019



StealthWatch + Therminator

Lancope's StealthWatch+Therminator is the thermodynamic, behavior-based threat detection and network intelligence solution for real-time visualization of network traffic and patternless detection of known/unknown attacks.

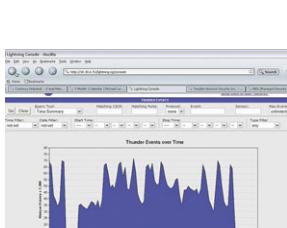
3650 Brookside Parkway, Suite 400
Alpharetta, GA 30022
Phone: (770) 225-6500
Fax: (770) 225-6501
WEB SITE: www.lancope.com
EMAIL: info@lancope.com



Enterprise Log Analysis

Virtual Booth 3724 • Virtual Product 1429

Thunder 1.0



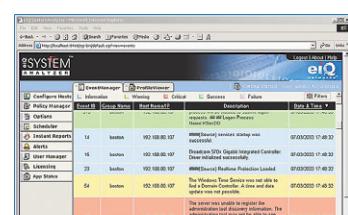
- Log aggregation for multiple organizations and technologies
- Application analysis of Secure Shell, Apache, Sendmail and many others
- Firewall analysis of Checkpoint, PIX, NetScreen and many more
- Support for common routers, operating systems and even sniffers
- Works with the Lightning Console
- Easy to install, configure and operate



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System Event Log Analysis

Virtual Booth 3746 • Virtual Product 1485



Centralized Windows, UNIX and Linux System Event Log Analysis

- Agentless centralized analysis and reporting
- Compliance reporting--HIPAA, GLBA, Sarbanes-Oxley
- Host grouping for event prioritization and reporting
- Real-time alerting and automatic notification
- Centralized event manager and reporting portal



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Acton, MA 01720
Phone: (978) 266-9933
Fax: (978) 266-0004
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Server Status Monitor

Virtual Booth 3934 • Virtual Product 1821



TM Prevent downtime and intrusions. **ServerVision** allows you to keep an eye on your servers and keep them secure at the same time. Getting started is a breeze with straightforward wizards and both an MMC snap-in and Web-based interface. Powerful server and event log monitoring that's EASY to configure, EASY to run and EASY on your budget.

- Automated responses and alerts
- Event log notification
- Security risk profile checking
- Detailed analysis reporting
- Performance monitoring
- 30-day product evaluation



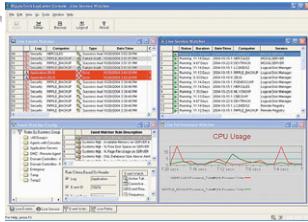
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Phone: (888) 688-8457
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Event Log Monitoring

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LogCaster



Meet security, auditing & compliance requirements for SOX, GLBA, HIPAA and other regulations with RippleTech's LogCaster. Try a free 30-day evaluation and let our experts guide you through the install and 'best practice' configurations to ensure the results that you require.

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Computer Forensics SW

Virtual Booth 3880 • Virtual Product 1724

PRODISCOVER



Applications

- Internal Investigations
- Incident Responses
- Disk Forensics

Features

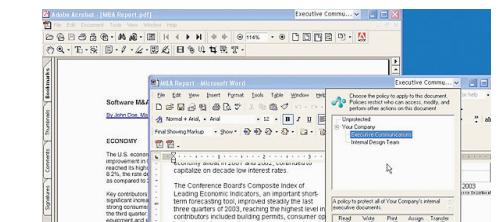
- Examines live systems in your network
- Finds Trojans and rootkits that hide in your system
- Generates evidence quality results and creates reports
- Searches for keywords or phrases
- Securely wipes entire disk drive

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EMAIL: sales@techpathways.com

Intellectual Property Security

Virtual Booth 3868 • Virtual Product 1703



Liquid Machines is the only Enterprise Rights Management software solution that provides unprecedented protection by securing information at the source of any application. Liquid Machines encrypts digital information with persistent access and usage policies that remain with data regardless of where it goes. It allows you to share information inside and outside the enterprise while retaining control.

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Vulnerability Management

Virtual Booth 4017 • Virtual Product 1959

Security Expressions

Audit and Compliance

Security Expressions enables you to audit and remediate desktops and servers for operating system configuration settings, application configuration settings, unauthorized hardware/software, industry-known vulnerabilities, software patches and other advanced settings, such as system utilization and user account activity. The solution can audit against home grown or customized best practices system security policies such as those published by Microsoft, IBM, SANS, and NIST. Security Expressions offers both an agent-based and an agentless approach to system audit and compliance, meeting the needs of any environment.



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Policy Compliance

Virtual Booth 4075 • Virtual Product 2035



Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including **Sarbanes-Oxley**, **HIPAA**, **GLBA** and **Basel II**. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.

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Enterprise Security Mgmt.

Virtual Booth 4164 • Virtual Product 2147

Allegent Technology Group dramatically improves and sustains enterprise security by providing integrated threat management software that automatically detects and responds to vulnerabilities before they result in breaches and outages.

SolventView™, employed to protect networks at the 2004 Summer Olympics, is the industry's leading Integrated Security Management Platform (ISM). Through an open distributed architecture, SolventView™ integrates and evaluates data from all relevant network assets to proactively protect networks in real-time. SolventView™ integrates seamlessly with legacy systems and third-party products, and includes and centrally manages all security functions, such as VA, IDS, Policies, Rules, Asset Discovery, Forensics, and Compliance Enforcement.

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Internet Usage Filter

Virtual Booth 3782 • Virtual Product 1545

DynaComm

i:filter

This state-of-the-art Internet filter has capabilities to protect you, your organization and your employees. It comes with everything you need to effectively manage, filter and report on your organization's Internet usage and it can be easily installed in almost any network topology. Comprehensive reporting and the industry's largest database help ensure that your Internet resources are being used appropriately.

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Web Filtering Solution

Virtual Booth 3947 • Virtual Product 1853



SurfControl Web Filter provides tools needed to understand and manage Internet usage in a way that best suits your business needs. For maximum protection from the threats of harmful and inappropriate Internet content, SurfControl Web Filter incorporates: quality content understanding, Adaptive Reasoning Technology, flexible deployment options, ease-of-use and comprehensive reporting and analysis.

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EMAIL: sales@srfcontrol.com

Web Filtering and Security

Virtual Booth 4143 • Virtual Product 2118

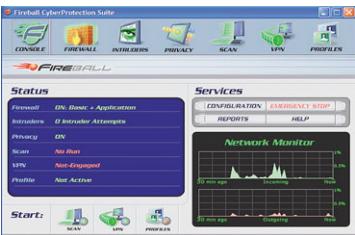
Websense, Inc. enables organizations to manage employee Internet use through multilayered Web filtering and security solutions. This employee-centric approach protects organizations from new and emerging threats such as spyware, phishing and malicious mobile code, and complements traditional security solutions. Websense award-winning and industry-leading filtering solutions help organizations manage how employees use the Web.

- Manage employee Internet access
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- Prevent spyware and malicious mobilecode
- Block peer-to-peer (P2P) file sharing

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Endpoint Security

Virtual Booth 4091 • Virtual Product 2053



Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.



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Portable Storage Control

Virtual Booth 3805 • Virtual Product 1995



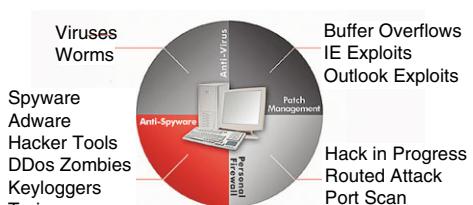
GFI LANguard Portable Storage Control offers you network-wide control of which users can plug in a USB stick; connect a smartphone, MP3 player, handheld; download / upload data to a digital camera; access CDs; access floppies. All user management is done through Active Directory eliminating extra administration. Starting from only \$295 for 25 PCs. Download your eval today: www.gfi.com/psp



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Anti-Spyware Solution

Virtual Booth 3853 • Virtual Product 1652



PestPatrol Corporate Edition v5

PestPatrol Corporate Edition, the leading network anti-spyware solution, has been redesigned from the ground up to capitalize on our existing strengths in detection and removal. The new version will use fewer resources while providing substantially faster scanning and greater scalability and manageability.



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Fax: (717) 243-8545
WEB SITE: www.pestpatrol.com
EMAIL: sales@pestpatrol.com

Antispam Application

Virtual Booth 3989 • Virtual Product 1924

Email Filtering Service Blocks Spam and Viruses —BEFORE They Reach Your Network



- No hardware or software to buy
- End-users manage their own quarantined messages
- Priority antivirus updates from McAfee
- Easy to add exception rules for designated sender/domain
- Low per user per month charge (as little as \$3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions. *Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting*

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LapTrak

Virtual Booth 3686 • Virtual Product 1253



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Mobile Security Management

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Advanced, Policy-Enforced Client Security Protection

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- Highly scalable security policy distribution keeping thousands of enterprise users on both sides of the corporate firewall regularly and securely updated
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Computer Theft Recovery

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PCPhoneHome/MacPhoneHome Enterprise™

- The only computer tracking and theft recovery software in the world capable of large-scale network deployment to a large number of computers using different operating systems simultaneously.
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- Installation is completely transparent
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EMAIL: sales@brigadoonsoftware.com

Laptop Security Software

Virtual Booth 4018 • Virtual Product 1960



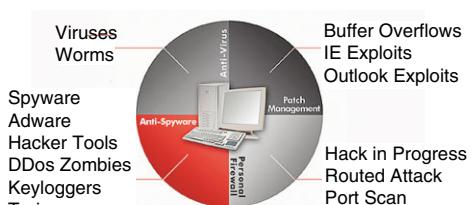
zTRACE GOLD is a stealth tracing and recovery application that remains undetectable & unerasable on your laptop's hard drive. If the laptop is reported stolen, the computer reports its own location the next time it is connected to the Internet! That information is immediately forwarded to the zTrace Recovery Team, who works in conjunction with local law officials to recover your laptop.



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Anti-Spyware Solution

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PestPatrol Corporate Edition, the leading network anti-spyware solution, has been redesigned from the ground up to capitalize on our existing strengths in detection and removal. The new version will use fewer resources while providing substantially faster scanning and greater scalability and manageability.



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EMAIL: sales@pestpatrol.com

Antispam Application

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- No hardware or software to buy
- End-users manage their own quarantined messages
- Priority antivirus updates from McAfee
- Easy to add exception rules for designated sender/domain
- Low per user per month charge (as little as \$3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions. *Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting*

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Antispam

Virtual Booth 3698 • Virtual Product 1284



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Antispam

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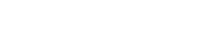
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Email Management Solution

Virtual Booth 3918 • Virtual Product 1790



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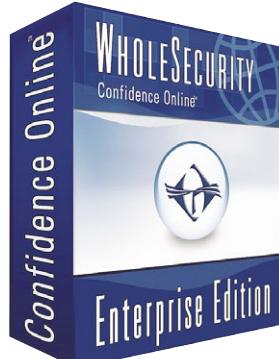
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Zero-Hour Threat Detection

Virtual Booth 3742 • Virtual Product 1449



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Microsoft SQL Audit/IPS

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AppRadar for Microsoft SQL Server is a host-based, database intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.

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Vulnerability Management

Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection - When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
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Exposure Risk Mgmt.

Virtual Booth 3875 • Virtual Product 1719



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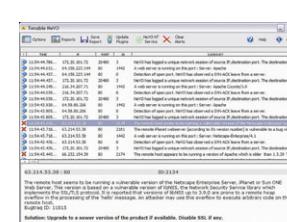
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VB 3816
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Vulnerability Monitor

Virtual Booth 3724 • Virtual Product 1430

NeVO 2.0



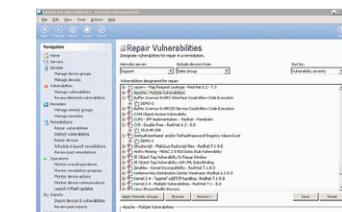
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- Available for Windows 2000, XP, Linux and FreeBSD

Vulnerability Remediation

Virtual Booth 3891 • Virtual Product 1755



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Disk / Data Erasing Software

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USB Software Security

Virtual Booth 3972 • Virtual Product 1889



Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.



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EMAIL: sales@marx.com

Encryption Software



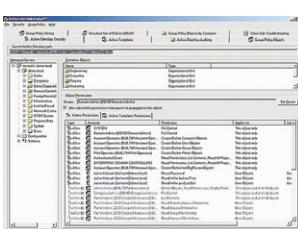
The "Secure Hash Signature Generator" creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.



1627 Price Loop
Rockwood, TN 37854
Phone: (865) 354-8960
Fax: (865) 354-8962
WEB SITE: www.ics-iq.com
EMAIL: sales@ics-iq.com

Active Directory Mgmt.

Virtual Booth 3960 • Virtual Product 1875



Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control

6000 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (561) 886-2400
Fax: (561) 886-2499
WEB SITE: www.scriptlogic.com/processor
EMAIL: sales@scriptlogic.com



Display-Only File Server

Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from information theft by insiders

- Bits of a confidential file never leave a DOFS server after the file is checked in.
- Screen dump on a user machine is disallowed whenever the user is interacting with a confidential file.
- Any crucial file access operations on a DOFS server like checking in/out, printing, emailing, etc. are fully logged, monitored and controlled.
- Accesses to exported confidential files, essential in a mobile working environment, are protected by a tamper-resistant file access control mechanism.
- Clipboard operation such as cut & paste is unidirectional so that no information leakage from a DOFS server to a DOFS client is possible, but the other direction is allowed.



99 Mark Tree Road
Centerreach, NY 11720
Phone: (631) 467-4381
Fax: (631) 467-4597
WEB SITE: www.rether.com
EMAIL: rni@rether.com

Document Security Software

Virtual Booth 3727 • Virtual Product 1428

Authentica's document security solutions provide total control over your enterprise's sensitive documents, spreadsheets and presentations, both during and after delivery to recipients.

Our document security solutions are ideal for any large enterprise that needs to securely share valuable intellectual property internally or with outside business partners.

Authentica's solutions let you:

- Securely distribute information anywhere
- Dynamically change access and usage permissions at any time, even after recipients have accessed files
- Continuously monitor information activity



91 Hartwell Avenue
Lexington, MA 02421
Phone: (781) 487-2600
Fax: (781) 290-0424
WEB SITE: www.authentica.com
EMAIL: sales@authentica.com

Secure Networking Software

Virtual Booth 4150 • Virtual Product 2125



Both **ppnPC** and **ppnPRO** provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.



18700 Main Street, Suite 204A
Huntington Beach, CA 92648
Phone: (714) 843-0099
Fax: (714) 465-3391
WEB SITE: www.acapsecurity.com
EMAIL: info@acapsecurity.com

Web Services Security

Virtual Booth 3944 • Virtual Product 1837

Entrust
Secure Transaction Platform



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.



1000 Innovation Drive
Ottawa, ON K2K 3E7 Canada
Phone: (888) 690-2424
Fax: (613) 270-2501
WEB SITE: www.entrust.com/stp/pro
EMAIL: entrust@entrust.com

Enterprise Backup Solution

Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VERITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.



350 Ellis Street
Mountain View, CA 94043
Phone: (800) 327-2232
Fax: (650) 527-2908
WEB SITE: www.veritas.com
EMAIL: sales@veritas.com

Backup & Recovery Solution

Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

- Scalable
- Manageable
- Flexible



6411 Ivy Lane, Suite 610
Toll Free: (800) 475-1168
WEB SITE: www.betasystems.com

Greenbelt, MD 20770
Phone: (301) 486-4602
WEB SITE: kelly.gunn@betasystems.com

Data Protection Software

Virtual Booth 3837 • Virtual Product 1632

BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.

- Standout ease-of-use, highly competitive feature set, broad backup device support
- Live Microsoft Exchange backup (to mailbox level), live SQL Server backup
- Back up to any media at no additional cost
- "Bare-metal restore" for disaster recovery
- Unmatched value



2930 Waters Road
Eagan, MN 55121
Toll Free: (800) 284-4156
Phone: (651) 203-4600
WEB SITE: www.intradyn.com
EMAIL: sales@intradyn.com

Backup & Recovery Mgmt.

Virtual Booth 3991 • Virtual Product 1926

Not Just Another Backup Utility!

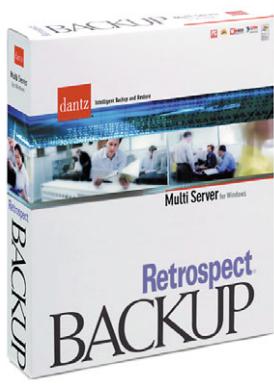
VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86), Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.



940 W. Valley Rd., Ste. 1604
Wayne, PA 19087
Phone: (610) 971-9946
Fax: (610) 964-9072
WEB SITE: www.21stcenturysoftware.com
EMAIL: sales@21stcenturysoftware.com

Backup Software

Virtual Booth 4062 • Virtual Product 2014



Dantz® Retrospect® Multi Server v6.5 delivers proven technology, complete protection, easy administration, and fast backups with 100% accurate restores for networked file servers, business critical application servers, desktops and notebooks. It provides the utmost in safety and security by protecting against loss due to viruses, newly installed software, user error, damaged hardware, hardware upgrades, hackers & lost or stolen computers.

3003 Oak Road, 3rd Floor
Walnut Creek, CA 94597
Phone: (925) 948-9000
Fax: (925) 948-9099
WEB SITE: www.dantz.com
EMAIL: sales@dantz.com



Content Archiving Software

Virtual Booth 3929 • Virtual Product 1814



Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault® allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

Visit www.kvsinc.com/corpgov and receive the free report, Corporate Governance - the Impact on your IT Staff!

600 Six Flags Drive, Suite 650
Arlington, TX 76011
Phone: (877) 358-2858
Fax: (817) 635-1800
WEB SITE: www.kvsinc.com
EMAIL: info@kvsinc.com



Data Backup & Recovery

Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery process
- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance, removing dependence on human management

1600 South Main Street
Walnut Creek, CA 94596
Phone: (877) 382-8581
Fax: (925) 944-9909
WEB SITE: www.evault.com
EMAIL: info@evault.com



Storage Mgmt. Solution

Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.

200 West Street
Waltham, MA 02451
Phone: (781) 890-8353
Fax: (781) 890-8343
WEB SITE: www.archivas.com
EMAIL: info@archivas.com



Processor.com

Unix/Linux Tape Management

Virtual Booth 3862 • Virtual Product 1679

Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

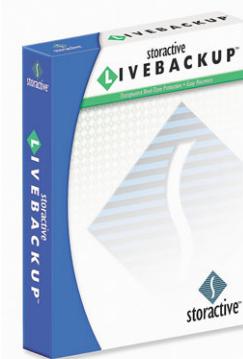
- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault management program
- Monitor all backup activity from a single console

1925 W. John Carpenter Fwy.
Irving, TX 75063
Phone: (800) 226-6526
Fax: (214) 260-9019
WEB SITE: www.LXIcorp.com
EMAIL: sales@LXIcorp.com



Backup & Disaster Recovery

Virtual Booth 3587 • Virtual Product 1359



Storactive LiveBackup® for Enterprise PCs LiveBackup software for desktop, remote & mobile PCs protects distributed data automatically as it is saved and ensures rapid file, system & disaster recovery.

- Automates PC backup in real time
- Recovers from disasters, errors & viruses
- Minimizes downtime
- Offers easy, self-serve data recovery
- **FREE TRIAL**

4551 Glencoe Avenue, Suite 150
Marina del Rey, CA 90292
Phone: (888) 352-9140
Fax: (310) 604-0773
WEB SITE: www.storactive.com
EMAIL: sales@storactive.com



Real-Time Data Replication

Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™ is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.

As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for your future.

constantdata
410 11th Avenue South
Phone: (952) 933-2331
WEB SITE: www.constantdata.com
EMAIL: sales@constantdata.com



Peer to Peer Backup System

Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

LeanOnMe features:

- Installation & setup wizard
- Protects files or folders
- Easy scheduler for continuous, effortless backup
- Simultaneous backups to multiple off-site peers
- Peers cannot see, modify or infect your data
- Securely encrypts and compresses the data
- No monthly web storage fees!

3251 Progress Dr.
Orlando, FL 32826
Phone: (407) 210-2412
Fax: (407) 207-7348
WEB SITE: www.312inc.com
EMAIL: sales@312inc.com



Data Warehouse Platform

Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership.

Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the column-based structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.

SYBASE®
One Sybase Way
Dublin, CA 94568
Phone: (925) 236-5000
Fax: (925) 236-4321
WEB SITE: www.sybase.com
EMAIL: sales@sybase.com



Web-Based Media Service

Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN

Web-based media tracking system

Track Media

- For Mainframe and Open Systems
- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type

Inventory

- Media in Tape Library
- Media at the Offsite Vault

Web-Based Advantages

- Access information from anywhere anytime
- No corrupt database issues
- Backups done at the server level

30 Corporate Drive
Holtville, NY 11742
Phone: (631) 207-4400
Fax: (631) 207-4407
WEB SITE: www.american eagle sys.com
EMAIL: info@aeeast.com



SAN & NAS Management

Virtual Booth 3697 • Virtual Product 1286

IPStor

IPStor provides an open software infrastructure platform for storage networking, allowing for the consolidation of heterogeneous storage environments along with the seamless creation & provisioning of both SAN (block level) & NAS resources (for general-purpose file sharing) from the same storage pool.

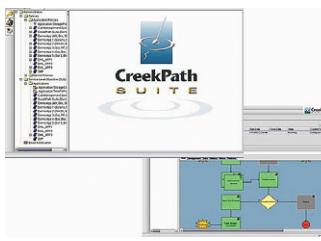
- Any-to-any connectivity: Fibre Channel, IP, iSCSI, SCSI, CIFS, NFS, etc.
- Centralized management of entire storage network and storage services from a single easy-to-use, go-anywhere Java console
- Dynamic expansion of storage volumes
- Lightning-fast zero-impact backup and immediate recovery
- End-to-end security

2130 North Glassell Street
Orange, CA 92865
Phone: (866) 651-6036 Ext. 21
Fax: (714) 998-6366
WEB SITE: www.caeneng.com
EMAIL: dennis@caeneng.com




Storage Resource Mgmt.

Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.

CreekPath
SYSTEMS
Improving Business Agility

7420 E. Dry Creek Parkway
Longmont, CO 80503
Phone: (303) 845-1188
Fax: (303) 845-1002
WEB SITE: www.creekpathsystems.com
EMAIL: sales@creekpathsystems.com

Storage Resource Mgmt.

Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.

- Easy to use, centralized management
- Flexible and customizable
- Intuitive administration
- Auto detection minimizes setup
- Alert notification via SNMP or email
- Continuous uptime
- Remote management
- Advanced features: Virtualized LUN, Environment Capture, Statistical Reporting

nStorTM

6190 Corte Del Cedro
Carlsbad, CA 92009
Phone: (760) 683-2500
Fax: (760) 683-2599
WEB SITE: www.nstor.com
EMAIL: info@nstor.com

SCSI Diagnostics

Virtual Booth 3820 • Virtual Product 1614

SCSItoolboxTM

The SCSItoolbox is the industry's most advanced and widely used testing and diagnostic tool. In use worldwide since 1992, the SCSItoolbox encompasses every tool that you need to test, troubleshoot, configure, and diagnose any single-ended; differential, SCSI 1, 2, 3, wide or narrow devices; Ultra II, Ultra3; FC; iSCSI; SATA; ATAPI; or SAS device.

SCSI TOOLBOX, LLC
The Industry Standard in SCSI/FC/iSCSI Testing
PO Box 620520,
Phone: (303) 972-2072
WEB SITE: www.scscitoolbox.com

Littleton, CO 80162
Fax: (408) 802-1217
EMAIL: sales@scscitoolbox.com

Application Virtualization

Virtual Booth 4032 • Virtual Product 1972

SoftGrid[®] helps enterprises simplify and accelerate their entire software management and deployments with SoftGrid[®] - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers - preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and terminations, SoftGrid saves companies tremendous time and money, increases quality of service and provides the flexibility needed for today's dynamic business environment.

SOFTRICITY[®]

27 Melcher Street, 3rd Floor
Boston, MA 02210
Phone: (877) 763-8737
Fax: (617) 338-7769
WEB SITE: www.softgrid.com
EMAIL: info@softgrid.com

Processor.com

Storage Resource Mgmt.

Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

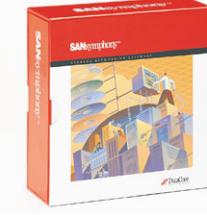
- Full support of Windows 2003
- Full HIPAA compliance
- Increased Security
- Installs without a reboot
- Network Appliance Functionality

NTP SoftwareTM

427 Amherst Street, Unit 381
Nashua, NH 03063
Phone: (603) 622-4400
Fax: (603) 263-2375
WEB SITE: www.ntpsoftware.com
EMAIL: info@ntpsoftware.com

Storage Consolidation

Virtual Booth 3979 • Virtual Product 1901



SANsymphonyTM software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.

DataCoreTM
SOFTWARE

6300 NW 5th Way
Ft. Lauderdale, FL 33309
Phone: (954) 377-6000
Fax: (954) 938-7953
WEB SITE: www.datacore.com
EMAIL: salesops@datacore.com

Storage Expansion

Virtual Booth 3979 • Virtual Product 1900

SANmelodyTM software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

DataCoreTM
SOFTWARE

6300 NW 5th Way
Ft. Lauderdale, FL 33309
Phone: (954) 377-6000
Fax: (954) 938-7953
WEB SITE: www.datacore.com
EMAIL: salesops@datacore.com

Data Storage Management

Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 2000X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability.

- Installs easily and quickly with no required production server downtime
- Aggregates multiple storage resources into a virtual central storage pool
- Provides seamless access to files---user directories remain unchanged
- Dramatically reduces the amount of time needed for backup/recovery

CaminoSoft

600 Hampshire Road, Suite 105
Westlake Village, CA 91361
Phone: (805) 370-3100
Fax: (805) 370-3200
WEB SITE: www.caminosoft.com
EMAIL: info@caminosoft.com

I/O Acceleration Software

Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

- 100% Ethernet-based so there are no new standards, no new protocols, no new networking fabric.
- Boost transaction throughput two to seven times.
- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions typically found in server-to-server, database, and cluster.

Precision I/O

3400 Hillview Ave.
Palo Alto, CA 94304
Phone: (650) 739-1700
Fax: (650) 739-0838
WEB SITE: www.precisionio.com
EMAIL: sales@precisionio.com

iSCSI Target Software

Virtual Booth 3905 • Virtual Product 1777



WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing network-wide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.

String BeanTM
SOFTWARE

19634 Club House Rd., Ste. 320
Montgomery Village, MD 20886
Phone: (301) 977-7800
Fax: (240) 597-8783
WEB SITE: www.stringbeansoftware.com
EMAIL: info@stringbeansoftware.com

Application Virtualization

Virtual Booth 4032 • Virtual Product 1972

SoftGrid[®] helps enterprises simplify and accelerate their entire software management and deployments with SoftGrid[®] - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers - preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and terminations, SoftGrid saves companies tremendous time and money, increases quality of service and provides the flexibility needed for today's dynamic business environment.

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Boston, MA 02210
Phone: (877) 763-8737
Fax: (617) 338-7769
WEB SITE: www.softgrid.com
EMAIL: info@softgrid.com

Scheduling Software

Virtual Booth 4188 • Virtual Product 2205

On-Time Operator scheduling software automatically runs a computer program, such as .exe, .bat, music files, etc at pre-determined intervals (e.g. every 20 minutes) or at a given time of the day. It also does a lot more, with built in, easy to use GUI driven utilities supplied to:

- Perform unattended backups
- Dial up an ISP for an Internet connection
- File/Folder split/merge, compare & report
- Transfer files across networks & nodes
- Trigger a secondary .exe based on name of a file dropped into a folder

Extensive query-enabled logs are maintained for debugging, and **testers** find the log invaluable for **testing and benchmarking** computer hardware and software. For trial copy go to www.isuru.com/download/dnldq2sk.asp

isuru

2440 Stanwell Dr.
Concord, CA 94520
Phone: (925) 370-8062
Fax: (925) 335-2554
WEB SITE: www.isuru.com
EMAIL: info@isuru.com

Enterprise Mgmt. Software

Virtual Booth 3793 • Virtual Product 1559



Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See the results immediately in the ECM Portal or as output in one of the hundreds of prepackaged reports. Tame rogue system configurations, enforce standards, minimize downtime, and forge a strong, seamless network environment.

- Central database
- Enterprise view
- Auto discovery
- Central WMI data collection w/out recompiling the MOF
- Ability to monitor mission-critical services
- Run remote commands
- Schedule collections by time interval on demand
- Agent is DCOM based, not service based

Configuresoft

4390 Arrowswest Drive
Colorado Springs, CO 80907
Phone: (719) 447-4600
Fax: (719) 447-4601
WEB SITE: www.configuresoft.com
EMAIL: sales@configuresoft.com

Tripwire For Servers

Virtual Booth 4066 • Virtual Product 2023



Tripwire® for Servers monitors critical server system files across the enterprise, providing immediate notification of changes that occur, while Tripwire Manager provides convenient, centralized management of Tripwire for Servers installations. With Tripwire software, evaluate changes and minimize impact to prevent downtime, maintain security, and stop implementation of unauthorized changes.

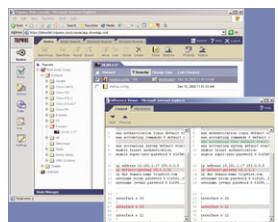


326 SW Broadway
Portland, OR 97205
Phone: (800) 874-7947
Fax: (503) 223-0182
WEB SITE: www.tripwire.com
EMAIL: sales@tripwire.com

Processor.com

Tripwire for Network Devices

Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.



326 SW Broadway
Portland, OR 97205
Phone: (800) 874-7947
Fax: (503) 223-0182
WEB SITE: www.tripwire.com
EMAIL: sales@tripwire.com

Clustering Solutions

Virtual Booth 3920 • Virtual Product 1792

VERITAS Cluster Server, the industry's leading open systems clustering solution, is ideal for reducing planned and unplanned downtime, facilitating server consolidation, and effectively managing a wide range of applications in heterogeneous environments. With support for up to 32 node clusters in SAN, VERITAS Cluster Server features the power and flexibility to protect everything from a single critical database instance, to the largest, globally dispersed, multi-application clusters. Increasing automation, providing features to test production disaster recovery plans without disruption, and offering intelligent workload management allow cluster administrators to maximize resources by moving beyond reactive recovery to proactive management of application availability.



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IT Lifecycle Management

Virtual Booth 4149 • Virtual Product 2128



Altiris offers Web-enabled solutions that easily manage desktops, notebooks, handhelds and servers. Altiris provides fully integrated systems management solutions for client and mobile, server, and asset management that automate, simplify, and reduce the cost of IT lifecycle management. Download a free 30-day evaluation copy. www.altiris.com.

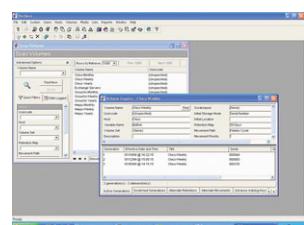


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Media Management System

Virtual Booth 3998 • Virtual Product 1943



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Patch Management Service

Virtual Booth 3819 • Virtual Product 1754

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Security Update Manager

Virtual Booth 3793 • Virtual Product 1560



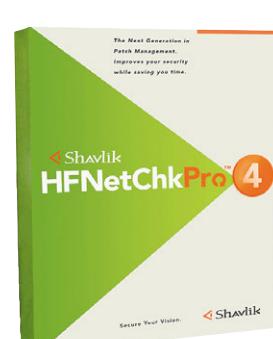
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Patch Management Software

Virtual Booth 4177 • Virtual Product 2187



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Application Monitoring

Virtual Booth 3990 • Virtual Product 1925



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Application Performance

Virtual Booth 3920 • Virtual Product 1793

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Identify the problem with VERITAS Insight™-collects detailed performance metrics from underlying technologies contributing to response time to provide deep visibility into complex performance bottleneck issues.

Notify the user with VERITAS Inform™-delivers key performance information collected by Insight & Depth in the form of historical reports and exception to service alerts.

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End-To-End Performance

Virtual Booth 4043 • Virtual Product 1985



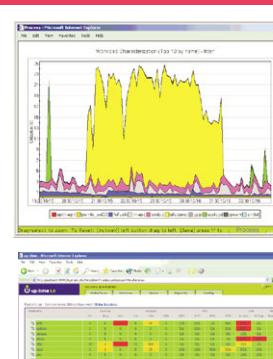
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Performance Monitoring

Virtual Booth 3925 • Virtual Product 1806



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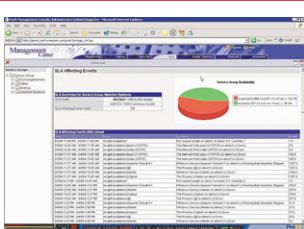
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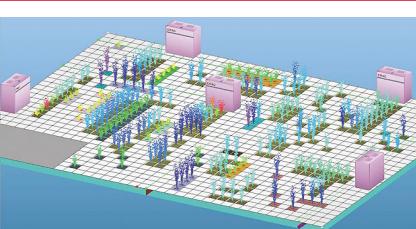
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Air Flow Design Software

Virtual Booth 4058 • Virtual Product 2006



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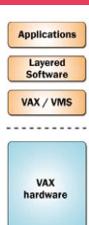
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Virtual Booth 3784 • Virtual Product 1548

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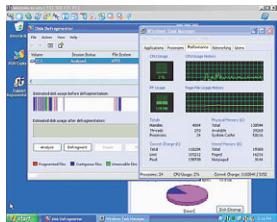
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Terminal Emulation

Virtual Booth 4053 • Virtual Product 1998

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Virtual Booth 3848 • Virtual Product 1732

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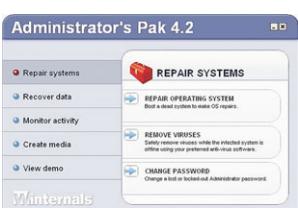


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System Admin Tools

Virtual Booth 3863 • Virtual Product 1680



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Data Center Automation

Virtual Booth 4028 • Virtual Product 1967

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Emulation Solutions

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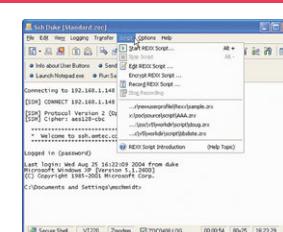
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Virtual Booth 3985 • Virtual Product 1913



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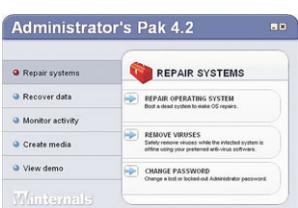
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System Admin Tools

Virtual Booth 3863 • Virtual Product 1680

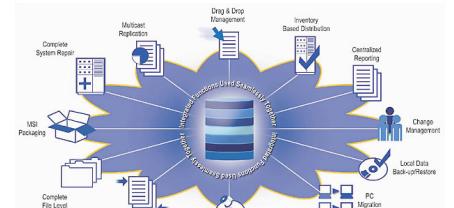


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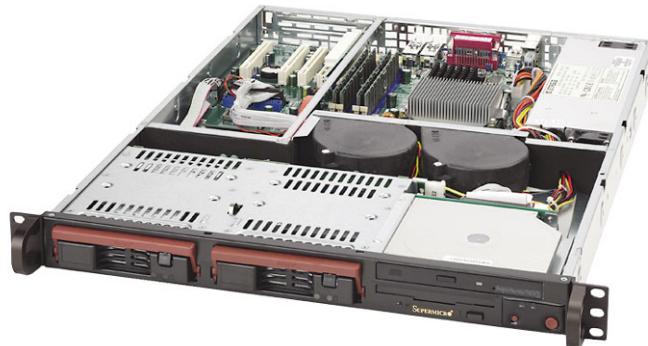
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